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BUSINESS CAR

The attention of Members is invited to the desirability of having a business card columns. Only one inch space is allowed to a firm under one heading, but a firm may be describe its business. A ready reference to the industries represented in the Association

ACCOUNT BOOKS.**The Brown Brothers, Limited,**

51-53 Wellington West, TORONTO.

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER.**The Rolland Paper Company**

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earnscliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.**David Maxwell & Sons,**

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

Massey-Harris Co., Limited

TORONTO, CANADA

Largest manufacturers of Binders, Mowers, Rakes, Reapers, Tedders, Cultivators, Seeders, Drills, Harrows, Pulpers, Root Cutters, Ensilage Cutters in the British Empire.

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Winnipeg, Vancouver, Victoria, Rossland.

Beams, Channels, Columns, Angles, Plates, Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

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Manufacture Coverings for Steam, Hot Water, Hot Air and Cold Water Pipes. Engine Packings. Insulating Papers, Roofings, &c., &c.

AXES.**Dundas Axe Works,**

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.**John Dick Limited,**

77 York Street, TORONTO

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, &c. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.**The Globe Furniture Co., Limited,**

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

BELTING—LEATHER.**The Beardmore Belting Co., Limited,**

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MONTREAL, QUE., 59 St. Peter St.

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

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TORONTO JUNCTION, CAN.

Manufacturers of Bicycles and Motor Vehicles. Catalogues on application. Cable address, "Cyclomote," Toronto A. B. C. and A. T. Codes used.

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Billiard Table Makers. Billiard and Pool Ball Turners. Billiard Cue Makers. Billiard Cloth Importers.

Send for Catalogue and Price List.

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Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

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**The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and Rattan Furniture.

COMMERCIAL PUBLICATIONS.

**The Monetary Times Trade Review and
Insurance Chronicle, Toronto.**

This Journal was established in 1866 and has never missed an issue. In 1869 it secured control of the Intercolonial Journal of Commerce; in 1870 The Trade Review and later the Toronto Journal of Commerce. No other publications issued under any of these titles are in any way identified with The Monetary Times Co.

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**Fletcher Manufacturing Company,
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Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper Work.

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Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

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"Canadian Club" Whisky.

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**Domestic Specialty Co.,
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Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

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We manufacture Dynamos and Motors for belt or direct connection. Complete estimates furnished on lighting or power plants. Repairs to all systems.

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Manufacturers of High Class Electric, Hydraulic, Power and Hand Elevators, Dumb Waiters, Hoisting Machinery.

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Steel Boat Builders.

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Makers of Children's Vehicles, Reed and Rattan Furniture.

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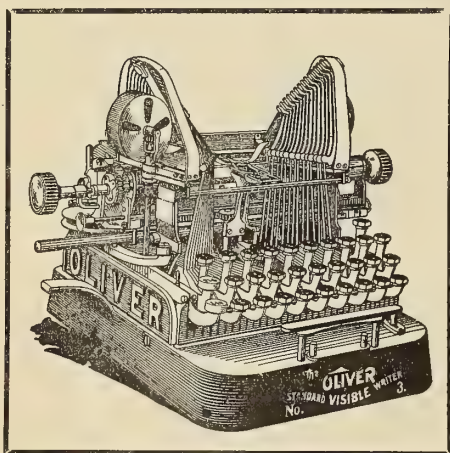
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A LESSON FROM CARNEGIE

"INDUSTRIAL CANADA" in an able article in the July number advocates raising the tariff on steel so high that American steel manufacturers will build factories in Canada. But "Industrial Canada" forgets the Canadian manufacturer. He delights in paying the duty and buying the imported article at the higher price. He does it every day. Now what would it profit the Canadian user of steel if the duty raised the price 25 per cent. and he continued to purchase in the United States?

Let us look at Carnegie. He makes good steel and employs the best business methods. He uses 250 Oliver typewriters in his business at Pittsburg. He pays for these machines \$97.50, the price of all standard machines in the United States. A Canadian factory is building this machine in Montreal, and the machine is sold here at the same price, \$97.50. Still, it costs more to obtain the attention of Canadian manufacturers to the Canadian Oliver Typewriter than of any other class of people. The Grand Trunk Railway order these machines ten at a time, and the Canadian Pacific has placed equally large orders. But the Canadian

manufacturer !!! He sends his \$120.00 and \$130.00 to the United States for machines the American manufacturers buy for \$97.50 and talks about protection. How can protection protect if he will not buy at home?

Here are some of the large Pittsburg industries who use the Oliver Typewriter because they can do their work quicker and better on it than on any other machine :—Carnegie Steel Company, 250; Jones & Laughlin, (American Iron and Steel Works), 80; American Window Glass Combine, 15; American Steel Hoop Combine, 15; American Steel and Wire Company, 10; Westinghouse Industries, 10; Crucible Steel Combine, 50; Pittsburg Bridge Company.

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Vol. IV.

TORONTO, AUGUST, 1903.

No. 1

Industrial Canada.

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THE FARMERS' HOME MARKET

THE three great Canadian crops that can be most cheaply handled by railways and steamships are wheat, oats and barley. The Statistical Year Book, issued by the Dominion Government, gives the quantity of these produced in Ontario, Manitoba and the Northwest Territories for the year 1902. The statistics of farm production for Quebec and the Maritime Provinces for that year are not given in the Year Book. The figures for Ontario and the Northwest are as follows:

	Wheat
Ontario	26,081,693 bushels
Manitoba	53,077,267 "
Northwest Territories	13,956,850 "
Total	93,115,810 "
	Oats
Ontario	106,431,439 bushels
Manitoba	34,478,160 "
Northwest Territories	11,848,422 "
Total	151,758,021 "
	Barley
Ontario	21,890,602 bushels
Manitoba	11,848,422 "
Northwest Territories	870,417 "
Total	34,609,441 "

The Trade and Navigation Reports show that the total Canadian wheat exports to all countries for 1902 amounted to only 26,117-530 bushels and that 1,086,648 barrels of flour were exported. Assuming that it takes $4\frac{1}{2}$ bushels of wheat to make a barrel of flour, the Canadian exports of wheat and flour would together require 31,007,446 bushels of wheat. Only 457,117 bushels of Canadian barley and 5,030,123 bushels of Canadian oats were exported. That is Ontario and the Northwest produced three times as much wheat, thirty times as much oats, and forty-seven times as much barley as the whole Dominion of Canada exported. What became of the balance of these crops? They were consumed in Canada. The home market for these farm products was therefore of much greater value to our farmers than all other markets. This being the case, with crops so easily transported and so easily preserved in good condition as wheat, oats and barley, it is evident that for perishable farm products such as fruits, vegetables, butter, eggs, etc., the home market must be absolutely indispensable to our farmers.

In 1902 the United Kingdom imported from all countries 151,061,654 bushels of wheat and 10,907,791 barrels of flour, so that the British imports of wheat and flour from all countries were equal to about 200,146,713 bushels of wheat. Last year the Canadian Northwest produced 67,034,117 bushels of wheat. Therefore it would only take about three times as much wheat as was grown in the Canadian Northwest last year to supply all Britain's present requirements even if imports from all other countries were shut off. The acreage devoted to wheat culture in the Canadian Northwest was 2,665,698 in 1902 as compared with 1,870,260 acres in the year 1900, an increase of over forty-two per cent. in two years. The homestead entries for the year ending June 30, 1903, numbered 31,002 as compared

with 14,289 for the year ending June 30, 1902, and there is reason to believe that the annual influx of settlers will steadily increase, as the people of the United States and Europe have just discovered the Canadian Northwest. It has been estimated that there are in our Northwest 200,000,000 acres of land capable of producing wheat. Professor Macoun, the eminent botanist, who has made a most careful study of the climate and soil of the whole Canadian Northwest, estimates that after deducting lakes, rivers, swamps and bad lands there are at least 150,000,000 acres of land suitable for growing the very finest grades of wheat, that is over fifty-six times the area planted with wheat last year. With the same yield per acre as last year that acreage would yield about 3,754,000,000 bushels of wheat, that is over eighteen times as much as Britain now imports. Taking into consideration the extraordinary development that is now going on in the Canadian Northwest and the rapid increase in the acreage devoted to wheat culture, it seems probable that in a very few years our Northwest will produce more wheat than Britain now imports. As the United States has large quantities of wheat for export and there are a number of other wheat producing countries, there is danger that Canadian farmers may have a surplus of wheat on their hands unless the home market is developed by the encouragement of manufacturing industries.

The farmers of the United States last year produced 670,063,000 bushels of wheat, of

NOTICES

Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, August 20th, at 2 p.m.

Montreal Branch Executive—Association Rooms, Temple Building, Thursday, August 13th, at 2.15 p.m.

which about 75,000,000 bushels were exported to Britain and about 48,000,000 bushels were converted into flour for export to Britain. Small quantities were exported to other countries, but the greater part of the crop had to be consumed at home. It was the same with corn. The greatest quantity of corn ever exported from the United States in any year was 209,348,000 bushels. Last year the corn crop of the United States was estimated at 2,523,648,312 bushels. Suppose that the United States had no home market and that those enormous quantities of wheat and corn were thrown on the world's markets, what would be the effect on prices? Wheat and corn would be almost as cheap as they were in Ohio in 1823, before the adoption of the protective tariff, when forty bushels of wheat were given for a pair of boots. Fortunately the farmers of the United States were wise enough to support a policy of protection which built up manufacturing industries and created a home market while their wheat and corn areas were being developed.

The Canadian West has more arable land than the Western States, but the climate is not favorable to Indian corn, so that the area devoted to wheat will be far greater than in the United States when our west is fully under cultivation. The wheat fields of the Canadian West will probably exceed the corn fields of the Western States in area and production in the not distant future. It will be impossible to market such immense quantities of wheat abroad, and unless the growth of population in our towns and cities keeps pace with the development of the farming areas, thus creating a home market for all the products of the farm, there is likely to be such a glut of farm products that the condition of Canadian farmers will be little better than that of the peasants of India or China.

Already Canada exports almost enough cheese to satisfy British import requirements. According to British returns the total imports of cheese from all countries for the calendar year 1902 amounted to 285,195,008 lbs., and the Canadian Government returns show that the exports of Canadian cheese for the fiscal year 1902 amounted to 200,946,401 lbs., of which 200,392,350 lbs. went to Great Britain. There is evidently not much room for expansion in cheese exports.

Of all Canadian fruits, apples can be the most easily kept in good condition and most conveniently transported to distant countries. Yet only 516,215 barrels of apples were exported to all countries during the fiscal year 1902, although Ontario's apple crop alone last year was estimated by the Government to be 48,185,125 bushels, or over sixteen million barrels. That is, Ontario produced about thirty-one times as many barrels of apples as were exported from the whole Dominion of Canada. It is true that

1,685,460 lbs. of dried apples were exported, but this would represent a very small proportion of the apple crop. The Maritime Provinces, Quebec and British Columbia, as well as Ontario, produce large quantities of apples, and new orchards are being planted every year. The Annapolis Valley of Nova Scotia is famous for its apples. There are estimated to be in Nova Scotia and Prince Edward Island 2,178,485 apple trees. Many of these are not yet bearing, but will be in a few years. The average yield in Ontario last year was estimated to be 6.86 bushels per tree of bearing age. With the same average yield in Nova Scotia and Prince Edward Island, when all the trees now planted are of bearing age, those two provinces alone will produce in a good year about 13,000,000 bushels, over eight times the quantity now exported from the whole of Canada. The total quantity of apples imported by Great Britain from all countries during the year 1902 was 318,494,500 lbs. The Canadian railways estimate that the average barrel of Canadian apples weighs 160 lbs., and charge freight at that rate. Assuming this estimate to be correct, the total British imports from all countries would be equal to about two million barrels of Canadian apples. As Ontario alone produced last year over sixteen million barrels of apples, it is evident that Canadian apples would have to rot on the trees or on the ground, if there were no home market.

A crop grown extensively in all the provinces of the Dominion is potatoes. Ontario alone produces over 18,000,000 bushels annually, according to Government returns, and the Maritime Provinces nearly 14,000,000 bushels. Manitoba's potato crop in 1901 was 4,797,433 bushels. The crop statistics for Quebec Province do not appear in the Government Statistical Year Book, but the potato crop is undoubtedly large. According to the Dominion Census Report the total potato crop for the Dominion was 52,653,704 bushels in 1891. It was probably somewhat greater last year than it was in 1891. Yet the total exports of Canadian potatoes to all countries last year only amounted to 1,330,452 bushels, so that the home market for potatoes was about forty times as valuable as the foreign market.

For other vegetables, fruits, meats, poultry and eggs the showing for the home market as compared with the foreign is even more favorable.

There are many perishable farm products that cannot be profitably shipped to great distances, and these are the very things out of which the farmer makes the most money if his farm is located near a manufacturing town or city.

If the Canadian farmer could always get for his products the price that the distant consumer pays for them he would soon grow rich. The difference between the

price the farmer gets and the price the consumer pays is partly made up of transportation charges and partly of middlemen's profits. The farther the market is from the farm the greater the cost of transportation and the larger the number of middlemen there are to share the profits.

Immense as the home consumption of Canadian farm products actually is, it would be far greater but for the fact that our low tariff allows many millions of dollars' worth of American farm products to come into Canada.

Who are the home consumers of farm products? Chiefly the people living in the cities, towns and villages which are built up by manufacturing industries. It is manifestly in the interest of the farmers of Canada to increase the manufacturing population in order to develop the home market.

We buy in the United States and other foreign countries every year many millions of dollars' worth of goods that could be made just as well in Canada. Canada is especially equipped by nature to become a great manufacturing nation. Our water powers are unequalled; we have more valuable timber areas than any other country; we have immense deposits of coal, iron, copper, nickel, lead and all the precious metals. Nearly all the raw materials required for manufacturing can be obtained in the country from our mines, our forests and our farms, and the raw materials that cannot be obtained within the country can easily be imported from abroad. The workmen now employed in cities of the United States making goods for Canadian consumption get their food supplies from American farmers. If the goods were made in Canadian factories the workmen would purchase from Canadian farmers all their food supplies excepting a few oranges, bananas and other products of hot countries that cannot be grown in Canada. They would give the Canadian farmers a home market that could always be depended upon and the work of the farm could be carried on with a sense of security and a certainty of profit that will always be lacking so long as our farmers must depend upon the uncertainties of a fluctuating foreign market.

Every extension of a Canadian manufacturing industry giving employment to more workmen increases the home demand for farm products and benefits the Canadian farmer. If the request of the Canadian manufacturers for increased protection is granted, instead of the money of our farmers going over to the United States to pay American workmen, it will remain in Canada and be paid out in wages to Canadian workmen, who will send much of it back to Canadian farmers in payment for food.

HOW PROTECTION WOULD BENEFIT BRITISH COLUMBIA

A MEMBER of Parliament, whose mind appears to be open to conviction, writes as follows to INDUSTRIAL CANADA: OTTAWA, July 13, 1903.

DEAR SIR,—The article on "The Industrial Possibilities of Alberta" in INDUSTRIAL CANADA for July, concluded as follows:

"A policy of high protection that would develop the mining and manufacturing industries of British Columbia and at the same time shut out American farm products, would be very beneficial to the farmers of both Alberta and British Columbia."

The conclusion that the farmers of Alberta and British Columbia would be benefited by a policy of high protection that would develop the mining and manufacturing industries of British Columbia seems incontrovertible. I know something of the value to the farmers of Alberta of the market in the mining districts of Kootenay, and it is a self-evident truth, to the tariff-for-revenue apostle as well as to the high protectionist, that the larger that market can be made, whether the expansion be caused by high or low tariff or no tariff at all, the resultant benefits to the farmers of Alberta and British Columbia, in all probability, would be proportionate to the extension of the great mining industry and the increase in the numbers of highly paid workmen engaged therein. That proposition, as a statement of an economic truth, is unassailable as one would be, coming from a learned Academician, that two and two make four. Assuming that your assumption, viz., that high protection would develop the mining and manufacturing industries of British Columbia is correct, there can be little doubt that great benefits would accrue to the farmers of the West. But I cannot assume, in respect to mining anything of the kind. Leave manufacturing out of the question, as I am not now disputing the possibilities of advantages being derived by that industry in British Columbia or elsewhere in Canada from high protection. Deal with mining in British Columbia and tell your readers how a policy of high protection is going to develop that industry. And deal with the whole question of mining. I will admit that a policy of high protection on lead and lead products would give to Canadian lead producers the Canadian market, which you will know would not absorb one half of the output of lead in Canada. What sort of a policy of high protection would enable the lead miners to dispose of their surplus? And then please explain how copper and gold mining is to be benefited by a policy of high protection, or how the great coal interests of the Crow's Nest district and Vancouver Island are to be benefited by taxing to the point of exclusion everything that Canada now buys abroad. As I have already stated, high protection on manufactured goods may be a benefit to Canada; I am not disputing that. I am concerned only in learning from you how you expect by high protection to develop gold, copper and silver mining in British Columbia. I am seeking after information, and go at once to the fountain head.

Yours truly,

A MEMBER OF PARLIAMENT.

If there were no manufacturing industries in Canada at the present time the Canadian market would not absorb any part of the

output of the lead mines. There is a considerable Canadian demand for lead because we have developed home manufactures by protection, and the best way to increase the home demand is to extend the business of the Canadian manufacturers who use lead as a raw material. The paint manufacturers, for example, use lead quite extensively. If most of the foreign paints now imported were shut out of Canada by high protection the home paint manufacturers would require more lead even if the Canadian consumption of paint did not increase, but a general increase in the tariff would cause an extension of many different manufacturing industries that use paint as a material. For instance enormous quantities of paint are used in agricultural implement works and carriage factories. All visitors to such establishments are surprised to see the extent of the floor space occupied by the painting departments and the quantity of paint consumed. If all the agricultural implements and carriages imported from the United States were made in Canada there would be a great increase in the demand for paint and consequently for lead. There are many other industries that use paint as a material. Then the growth of cities and towns, which always attends the development of manufactures, creates a great demand for paint for residences and business houses. Every new building requires more or less paint. Lead is also used extensively in cities for water pipes, water cisterns, etc., and sometimes for roofing houses. At the works of the Dominion Iron and Steel Company in Sydney, C.B., lead was used in the construction of large chambers for the manufacture of sulphuric acid. If space would allow, numerous other examples could be given of the way in which the demand for lead would be increased by the development of Canadian manufacturing industries. What is true of lead is true of copper. An extension of Canadian manufacturing industries will increase the home demand for copper.

It requires no demonstration to prove that a great development of manufacturing industries in British Columbia and Alberta would increase the home demand for coal, both in the interior and on the coast. The Nova Scotia coal mine operators used to look upon the United States as their natural market, but now consider the Canadian market of far more importance than any outside market. The Dominion Iron and Steel Works at Sydney, C.B., alone consume as much coal as the total production of all the Nova Scotia mines at the time the National Policy was adopted, and large quantities are required by the works at Ferrona, New Glasgow and Londonderry, to say nothing of the new works of the Nova Scotia Steel Company under construction at Sydney Mines. Immense quantities of Nova Scotia coal are consumed by the factories of Quebec Province. The City of Montreal alone re-

quires enough coal for its industries to keep a great force of miners busy. The mines of Nova Scotia last year produced 5,161,316 tons of coal compared with 866,220 tons in 1879, the year the National Policy was adopted. The development of manufacturing industries in Alberta and British Columbia will have a similar effect upon the great coal interests of the Crow's Nest district and Vancouver Island. These coal mines are conveniently situated for sending coal into the United States, but it is altogether uncertain what restrictions on importation may be imposed by the United States. The British Columbia coal mine owners can never control legislation in the United States Congress. Then it must be remembered that there is coal in British Columbia much farther away from the border than the mines of the Crow's Nest and Vancouver Island are. These mines will never be extensively developed until there are local manufacturing industries.

Iron mining may yet become a more important industry in British Columbia than gold mining.

With numerous water powers, extensive deposits of iron ore, unlimited supplies of coal of the best quality and inexhaustible forests of the finest timber, British Columbia has very great advantages for iron-making and wood-working industries and the conditions are also very favorable for the manufacture of textiles, especially woollens. Wool from Australia and New Zealand could be mixed with the wool produced in British Columbia and Alberta.

A home demand for their products is not so essential to the gold and silver miners as to the lead, copper, iron and coal miners, but there are many ways in which they would be benefited by the establishment of manufacturing industries. One of the essentials of successful mining is cheap transportation. Now if the railways have to depend upon gold and silver alone for traffic they must charge higher rates than if they have many other sources of traffic to add to their earnings.

It should be noted that lead and silver are found together in the same ore. If the British Columbia miners cannot dispose of their lead, they can only mine ores which are very rich in silver, so that any policy which makes lead mining profitable will increase British Columbia's output of silver.

One very important question for British Columbia is "Will the men who make fortunes in gold and silver mining remain in the province?" That will depend largely upon whether British Columbia offers varied opportunities for the investment of capital. Another question is, "What will become of the men who fail in gold mining?" If British Columbia has nothing else to offer them they will drift out of the country disgusted with their bad luck and spread evil

reports about the country, but if there are a variety of mining and manufacturing industries in the province they will soon find work at something else and become contented citizens.

The cities of Vancouver and Victoria have developed quite a profitable business with the Klondike region, but everyone knows that the American coast cities would have captured nearly the whole of that trade but for the protective tariff. An increase in the tariff would give the British Columbia cities a still larger share of the trade than they now have.

THE BOUNTY FOR LEAD

THE lead mines of British Columbia asked for high protective duties on lead. The Dominion Government has decided, instead of granting their request, to give a bounty of fifteen dollars for every ton of lead refined in Canada.

The British Columbia lead miners complain that while they are completely shut out of the United States market, lead from the United States and from Mexico comes into Canada on payment of a very low duty and competes with Canadian lead.

In view of the fact that British Columbia contributes very largely to the revenue of the Dominion, few Canadians will object to a small portion of that revenue being used to save the men engaged in such an important industry from ruin. However, the bounty system is only a temporary expedient. To place the lead industry on a permanent basis the home market must be secured to Canadian producers, and the best way to accomplish this is by means of protective duties.

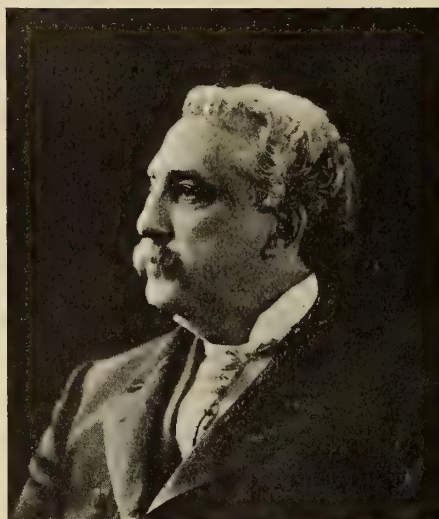
Just as it may be wise to administer a stimulant to revive a man dying of starvation, so a bounty may be necessary to save an industry that has been starved for lack of protection, but no man can live long on whiskey alone, and it is just as impossible for the industries of a young country to be in a healthy condition unless the home market is preserved for them. A bounty is always a tax on the people. It is wise sometimes to pay such a tax for the sake of getting an industry started on a large enough basis to produce cheaply, but there is no advantage in being able to produce cheaply unless there is a market for what is produced. INDUSTRIAL CANADA has shown that if a protective tariff is high enough to accomplish the purpose for which it is aimed, it soon ceases to be a tax on the people, and consequently it has an element of permanency which bounties cannot have.

MONTHLY TRADE REPORTS

ONE of the most valuable publications of the Dominion Government from the commercial standpoint is the monthly report of the Department of Trade and

Commerce. It is a blue book of some hundred and twenty-five pages, containing, in addition to a great many statistical tables, dealing with the trade of the country, valuable reports from our Canadian commercial agents on conditions in the districts which they represent. These monthly letters from Australia, South Africa, the West Indies, Norway and Sweden, France, etc., are prepared by competent men on the spot and their information is consequently first-hand and reliable.

Through the instrumentality of the Association, a copy of these reports will henceforth be sent monthly to all members who desire them. That they will be valued and made good use of is the desire of both the Government and the Association.



THE LATE A. F. GAULL, OF MONTREAL.

Deceased July 7, 1903—Chairman of the Cotton Section of the Canadian Manufacturers' Association—President of the Montreal Cotton Co.—President of the Dominion Cotton Mills Co., and Proprietor of the Excelsior Woollen Mills Co., Montreal.

THREE MISTAKES ABOUT FARMERS

THE free traders make three great mistakes in appealing to Canadian farmers. The first mistake is in supposing that every farmer's heart is in his own pocket, that farmers as a class are entirely lacking in that patriotic sentiment which makes men desire to see their own country grow great and prosperous, that if they think a few cents or a few dollars can be saved yearly by buying foreign goods they do not care how many Canadian workingmen are driven out of the country or how far Canada may lag behind other nations in industrial progress. The second mistake is in assuming that Canadian farmers think only of the present, that they are unwilling to make any immediate sacrifices for the sake of future gain for themselves or for their children. The third mistake is in supposing that buying is of more importance to the farmer than selling,

that the farmer's sole aim is to buy cheap goods even if he loses his most profitable customers by doing so.

Some of our farmers do look at matters in that selfish and short-sighted way because they have been educated to do so by the newspapers they read, but Canadian farmers in general are very patriotic. They love Canada and wish to see it take a leading place among the nations. They take pride in watching the rapid development of the varied resources of our vast Dominion. They think of their children as well as of themselves, perhaps more than of themselves, and wish them to have full scope in Canada for the exercise of their talents.

A country to be great must have a variety of occupations for its people. God did not make all men alike. Even in the same family there are often great differences of temperament, taste and capacity. A man who is naturally well fitted to excel in one kind of work may make a complete failure of another kind of work for which he is unfitted.

Canada occupies a peculiar geographical position, extending from ocean to ocean beside a neighboring nation, akin in origin and having like social customs with somewhat similar political institutions. Our neighbors have developed the resources of their great country by most carefully fostering all kinds of home industries, and if our young people cannot find in the Dominion the occupations that suit them a short railway journey will carry them to the great industrial centres of the United States. It becomes a question, therefore, with every Canadian farmer whether he will favor a policy that will give his boys and those of his neighbors employment in the home land or force them to emigrate to the United States. The farmers' wives and daughters sometimes feel the loss of the boys even more keenly than the farmers themselves. The *Montreal Family Herald* and *Weekly Star* has published a number of letters on the tariff question from men of all shades of opinion, but one of the most interesting letters was written by a woman, who said:

"My husband says that you won't publish letters from a woman on this question. He says if you asked for letters on love affairs or on 'How to take care of babies,' I might write, but that women won't be consulted about making the tariff. But I say that this is a love affair for me at any rate. I love my two boys, my only sons, and they are living in a big city of the United States. My heart is aching to have them home again in some Canadian city. I am afraid they will marry American girls and settle down there, almost forgetting their mother. I have a neighbor whose son went to the United States years ago. At first he wrote to her often. Then he got married and after a few years he was divorced and

married again. He has children by both wives. Isn't it dreadful? Divorces are so common over there. You will say, 'What has all this to do with the question of high tariff?' I will tell you just what. I got a letter two weeks ago from one of my boys. They both work in the same factory. The letter said: 'What do you think, mother? We may be back in Canada before long. I heard our manager say yesterday to a gentleman who was going through the factory with him that if the Dominion Government should raise the Canadian tariff as high as the American tariff it would be necessary for our company to start a big branch factory in Canada. Over one-third of the work done in our great factory now is for export to Canada and our Canadian trade is increasing every year. I often think as I am pegging away at my work that while living in the United States I am making things for Canadians. I guess there would be quite a lot of branch factories started in Canada if the tariff should be raised and there would be lots of work for Canadians at home.' Now, Mr. Editor, do you see why I am interested in the tariff question? I want my boys to come home, because I think Canada is a purer and better country. They will be better men here. I don't mean that they are not good now. They are both good boys, but I am afraid of the future."

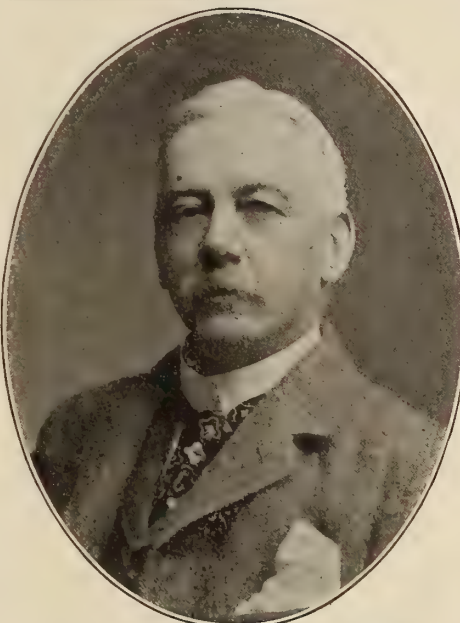
No doubt the writer of that letter voiced the feelings of many Canadian fathers and mothers. Sentiment of this kind must be taken into consideration by the politicians who try to gauge public opinion in the rural districts.

PACIFIC EXCURSION

THAT the members of the Canadian Manufacturers' Association appreciate the opportunity afforded them in the Pacific excursion is clearly evidenced by the fact that nearly 160 passengers have already been booked to travel across the continent on their special train next September. The time of year selected for the trip is a most delightful season for travelling, and the excursionists will not be too late to see the end of the great western harvest.

The arrangements for the excursion are now almost completed, and no pains are being spared to ensure the pleasure and comfort of the passengers. Many manufacturers are making the excursion the occasion for calling upon their agents and customers in the west. This is one of the primary objects of the Association in organizing such a party. We want the manufacturers of the east to travel across the great prairies and to form some adequate impression of the greatness of our western country. Upon their return new branches will be opened up, agencies enlarged and business generally extended.

The success of the excursion is ensured. Let us hope that every excursionist will make the most of it, and may the occasion long be remembered as an important point in the development of Canada, when the manufacturers of the east met the farmers of the west on their own soil, and both joined hands in the common progress of the country.



THE LATE JAMES COOPER, OF MONTREAL,
President of the Dominion Wire M'fg. Co., Dominion Wire Rope Co., and the James Cooper M'fg. Co.

SHORTAGES IN SHIPMENTS

WIDESPREAD complaints have lately reached us from a number of our members with regard to shortages in railway shipments. Only those who have experienced this trouble know what a serious annoyance is caused to both shipper and receiver, and lest the evil should become epidemic, we think it wise for Railway Companies and manufacturers to take up the matter at once and adopt preventive measures. Evidently there are two causes for the grievance; namely, careless handling of freight by railway employees, and the imperfect addressing of packages by shippers. We are communicating with the Railway Companies urging that some steps should be taken to have greater care exercised in forwarding shipments, and we would urge upon the shippers of the country the necessity of marking their packages with more detail than they have in the past. Take for example, 12 cases of soap shipped from Toronto or Montreal, and marked "J. M." "B." Unless the way bill is followed with the greatest care, part of the shipment might land in Brantford, Barrie, Brampton, Blenheim, Berlin or Brockville. This is a small matter, but the success of trade consists largely in the perfection of details, and we feel that "a word to the wise is sufficient."

DRUNK WITH POWER

THE possession of power carries with it many temptations—the greater the power, the more dangerous the temptations. No clearer example of this fact is given to us in modern history than the story of organized labor during the past three years. It is a story of men who, in many cases, have had just grievances, but who, suddenly finding themselves enthused and surrounded with the power of Unionism, abused their positions and made themselves and their organization obnoxious to their fellow men and to the community in which they lived.

It is generally admitted that the abuse of power by Labor Unions is due to unwise leadership, and this fact was brought out very clearly in the evidence submitted to the Senate of Canada in connection with the Bill directed against foreign agitators introduced by Senator Loughheed. Examples were cited to show that in many cases agitators had entered Canadian factories where ill-feeling between employer and employee had never been known to exist, and the employees had been instigated to raise their hands to promote conditions which ended disastrously for themselves, for their employers and the general public, who are dependent upon both. That labor leaders abuse their positions and advise unreasonable courses in many instances is clearly apparent from recent circumstances which have occurred in the sphere of Canadian industry. The strikes of the Longshoremen and the Railway employees in Montreal, and that of the carpenters in Toronto, will long be remembered as outstanding examples of the ill-advised strike. We are enabled also to form an idea of the unwise and unscrupulous methods of labor agitators through the recent revelations which have been made in connection with the Parks' investigation in the New York building trades, and we have recently many instances where the Executive of the American Federation of Labor with the veteran Gompers at its head, has refused to sanction strikes precipitated by labor agitators. Only the wisest measures carefully carried out by trusty men can make Labor Unions the power which they should be in any community; as it is to-day, many a good conscientious workman, who formerly saw the Union as his friend, has reason to denounce the organization, which, notwithstanding the necessities of his family, compelled him to quit work, and which chains him forever to the incompetent and lazy fellow at his side.

LABOR FROM GLASGOW

A recent advice from Glasgow points out that the Valley of the Clyde is an excellent district from which to secure mechanics. Any Canadian manufacturer who is desirous of getting labor from this part of the Old Country, would do well to communicate with Mr. D. S. Mitchell, 178 Broomielaw, Glasgow.

EXECUTIVE COUNCIL MEETING

Interesting Reports Received from the Various Committees— Arrangements for Annual Meeting and Pacific Excursion

THE regular monthly meeting of the Executive Council of the Canadian Manufacturers' Association was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, July 16th, 1903, at 2 p.m. The following members were present: Geo. Booth, C. N. Candee, H. Cockshutt, Wm. Gartshore, W. K. George, James Goldie, W. P. Gundy, Jas. S. N. Dougall, Geo. H. Hees, W. K. McNaught, Jas. P. Murray, T. A. Russell, F. A. Ritchie, T. H. Smallman, Jno. M. Taylor, Arnold W. Thomas, J. O. Thorn, F. H. Whitton.

In the absence of the President and the first Vice-President, Mr. W. K. George, Vice-President for Ontario, occupied the Chair.

COMMUNICATIONS

Communications were received as follows:—

(1) From the following members unable to be present:—C. A. Birge, Geo. E. Drummond, Wm. Stone, C. R. H. Warnock, and W. W. Watson.

(2) A letter from Mr. Wm. Weir recommending the establishment of an organization to deal with the Honorable Joseph Chamberlain's preferential movement from a Canadian standpoint was presented by the Secretary and upon motion was referred to the Educational Campaign Committee.

The following reports of Officers and Committees were then received and regularly adopted.

TREASURER

Mr. Geo. Booth presented the Treasurer's statement. It showed that the Association was expecting to finish the year with a small surplus. This was regarded as very satisfactory.

SECRETARY

The Secretary reported a successful trip to the Maritime branches of the Association, having visited the members in Quebec, St. John and Halifax, and been present at two Annual Branch meetings. He had received an enthusiastic reception and the work of the Association was appreciated most where it was best understood. The Eastern Branches were all in a flourishing condition and the prospects for the coming year are very bright. A detailed statement of the Annual Meetings at Quebec and Halifax was presented at a later stage in the programme.

FINANCE COMMITTEE

This report was presented by Mr. Booth. It provided for the running expenses of the month. It also stated that the Committee had considered the suggestion of establishing a Chemical Laboratory in connection

with this Association for the special use of its members. It recommended that this question be left in the hands of the incoming Commercial Intelligence Committee.

The report also stated that the Committee had under consideration the recommendation of a special grant for the Nova Scotia Branch towards fitting up a suitable office in the exhibition buildings at Halifax. It recommended that the matter be held over until further information should be received from the Nova Scotia Branch. This suggestion was adopted.

It was also decided in connection with the annual membership fees falling due shortly that members should be notified on the date for renewal and that they should also be informed that should a change in the basis of the fee be made at the Annual Meeting, due notice of such would be sent them. The question of changing the basis for the membership fees was discussed. Mr. Dougall made an important suggestion that the fee should be a voluntary one with a minimum of \$10. His suggestion was forwarded on to the Special Committee dealing with the matter.

RECEPTION AND MEMBERSHIP

The Secretary read the report of this committee. It made the following recommendations with regard to the coming Annual Meeting of the Association:

(1) That the entertainment of the delegates be recommended to the care of the Toronto Branch with the exception of providing the Annual Banquet.

(2) That the Banquet as one of the functions of the Convention should be given under the auspices of the Association rather than by the Local Branch, and that the local arrangements for it should be in charge of a special committee consisting of the following gentlemen:—Messrs. S. M. Wickett, Thos. Roden, F. B. Polson, L. V. Dusseau and the Secretary.

(3) That a special Committee on Resolutions and Nominations should now be appointed, consisting of the chairmen of the various standing committees of the Association (the officers being ex-officio.)

(4) That the Secretary be directed to make provision for securing reduced fares on the railways for delegates to the Convention.

In connection with the Pacific excursion it reported that 125 reservations had already been made, that arrangements were now under consideration for returning over the Canadian Northern Railway between Winnipeg and Port Arthur, and that the option of a boat trip between Port Arthur and

Owen Sound on the return journey had been provided for.

The report also recommended for acceptance 12 applications for membership, the names of which appear in another column.

COMMERCIAL INTELLIGENCE

Mr. J. P. Murray, chairman, presented this report. It announced that the regular monthly meeting of the committee had been held and that the chief item of business before them was the confirming of arrangements for receiving the necessary financial reports on foreign firms which the members asked for from time to time. The Association were making a change with the idea of improving their facilities and the committee had given its sanction to new arrangements subject to the approval of the Executive Council. The Association will continue to furnish financial reports on firms in any part of the world to their members at the price of \$1.50 each.

The report also stated that the Chairman and Secretary of the Committee had been appointed to prepare the Committee's report for the Annual Meeting.

PARLIAMENTARY COMMITTEE

The Parliamentary Committee presented a somewhat lengthy report, which we present almost in full.

LEGISLATION

Foreign Agitation.—Senate Bill H, respecting foreign agitators, has not yet been finally adopted in the Senate, but the special committee entrusted with drafting the bill have brought in a most favorable report, and we expect the matter to be dealt with in the next few days. The Senate have been so well informed concerning the necessity for the measure that we feel certain of the early passage of the measure in the Upper House.

Another interesting Bill has been introduced into the Senate by the Hon. Senator Beique to amend the criminal code by further defining an unlawful assembly during the time of a strike. Its purpose is to prevent intimidation of non-union workmen, and also to prohibit the abusive language used by union men towards free workmen and their families. We have no definite information whether this Bill will pass the Senate, but all of this legislation is having a very salutary effect throughout the country, inasmuch as it has enlightened the general public regarding the methods of agitation and coercion pursued by trades unions, and it has, further, brought about a more reasonable attitude on the part of the unions themselves.

Amendment to the Criminal Code respecting Contracts.—The Minister of Justice has recently introduced an important measure in the House providing against restriction of trade through the making of contracts, which will exclude the handling of any competitive lines of goods, thereby enabling any corporation or combination to dominate the market. Your Committee has given special attention to this legislation. It effects a large number of members. A great many Canadian manufacturers are interested through legitimate arrangements which they have established for supplying their customers, while others are suffering from combinations which are exerting their force towards securing control of the Canadian market, and crushing out all competition. Under the existence of both these conditions your Committee recognize that their work in connection with this Bill is of a delicate nature, and at the same time of the highest importance. Arrangements have already been made to consult our solicitor, and place our views before the Minister of Justice.

Your Committee has recommended that a notice should be inserted in *INDUSTRIAL CANADA*, advising our members that Mr. D. S. Mitchell, of Glasgow, Scotland, is a reliable party, who may be communicated with in connection with any definite requirements for labor for Canadian factories.

Post Office Regulations.—It has come to our notice that some time ago the Postmaster General issued a regulation providing that supplies for his department should be received only from firms who had adopted union hours and current wages in their factories. We are in communication with the Minister regarding the matter, in order to ascertain whether the statement is true, and whether the regulation is in force.

OTHER MATTERS

Ontario Bureau of Labor.—Your Committee have recommended that the Minister of Labor for Ontario should be communicated with in connection with the information which is now being sought by the Bureau regarding Canadian factories. This information is refused to the Department by a large number of Canadian firms, owing to the fact that the Secretary of the Bureau is openly avowed to be one of the leading trade unionists in Canada, and the manufacturers have no reliable assurance as to what purpose may be made of any statistics reported. As a natural consequence the results are not complete, and the work of the Bureau in this respect is practically useless.

Bureau of Information.—In connection with the labor problems which we are constantly called upon to deal with, your Committee believe that it would be wise to establish a Bureau of Information respecting

labor troubles in connection with the Association, and for this purpose it has recommended that a circular letter be addressed to all our members, asking them to forward to the Secretary an account of any labor disputes which may have taken place in their factories, together with any important evidence which may be of service in dealing with labor legislation. If the members will respond freely to such a circular, we feel that the information gathered will be invaluable to the future work of your Parliamentary Committee.

RAILWAY AND TRANSPORTATION COMMITTEE

This report was presented by the chairman, Mr. J. O. Thorn. It stated that while no meeting of the committee had been held since the last regular meeting of the Executive Council, they had been following closely the investigation regarding the Canadian joint freight classification. The Department of Railways at Ottawa has given the assurance that before Schedule No. 12 will receive the approval of the Governor-in-Council, this Association would receive due notice in order that any of our members objecting to any items in said classification may make their objections known.

TORONTO BRANCH

The report of the Toronto Branch was read by the vice-chairman, Mr. C. N. Candee. It gave a brief account of the recent annual meeting of the Branch, a report of which appears in this issue.

MONTREAL BRANCH

The report of the Montreal Branch was presented by Mr. J. S. N. Dougall. This report is also published in another column.

Following the reference made in the report to the demise of Mr. A. F. Gault and Mr. Jas. Cooper, of Montreal, the Secretary was directed to prepare letters of condolence to be forwarded on behalf of the Executive Council to the families of the deceased.

QUEBEC AND NOVA SCOTIA BRANCHES

The Secretary reported briefly the annual meetings of the Quebec and Nova Scotia Branches of the Association, detailed reports of which appear in this issue. Following these reports the following appointments were ratified by the Executive Council:

As secretary of the Quebec Branch, Mr. Jos. Picard; as secretary of the Nova Scotia Branch, Mr. R. M. Hattie. As official delegates to the Fifth Congress of Chambers of Commerce in Montreal, Messrs. George E. Amyot (Quebec), James Pender (St. John), J. R. Henderson (Halifax).

The resignation of Mr. J. R. MacLeod, who has filled the post of secretary of the Nova Scotia Branch during the past year, was formally presented.

The resolutions adopted by the annual meeting of the Nova Scotia Branch were then dealt with. The Trans-Continental Railway resolution was referred to the Railway and Transportation Committee; the Tariff Resolution to the Tariff Committee, and the resolution regarding scarcity of labor handed to the Resolutions Committee for the coming annual meeting of the Association, as the basis for an expression of opinion which the meeting might endorse.

TRADE COMMISSIONER IN GREAT BRITAIN

Under the head of new business, Mr. G. H. Hees introduced this question, which has been before the Executive Council and the Government for so long. Mr. Hees stated that the Government had promised more than a year ago to give this matter immediate attention and had made an initial grant towards the appointment, but up to the present time it was not known that any appointment had been made. On motion of Mr. Hees, seconded by Mr. Taylor, it was decided to communicate with the Board of Trade of the city of Toronto, who co-operated with the Association in interviewing the Government last year, and interview the Government again in order to urge the matter upon them. It was decided that the committee from the Association should consist of Messrs. P. W. Ellis, Geo. H. Hees and the Secretary.

The Council then adjourned.

NEW MEMBERS

Applications passed by Executive Council, July 16, 1903

Britannia Mfg. Co., Ltd., Halifax, N.S., ladies' skirts, ladies' clothing.

The Brown Machine Co., New Glasgow, N.S., mining machinery (coal and gold) engines, foundrymen.

Raymond Dand, New Glasgow, N.S., doors, windows, mouldings, etc.

James Dempster & Co., Halifax, N.S., sashes and doors, lumber, etc.

Featherbone Novelty Mfg. Co., Ltd., Toronto.

H. E. Gidley & Co., Penetanguishene, Ont., skiffs, canoes, gasoline and steam launches, tugs, tourists' supplies, scows and house boats.

F. McGibbon & Son, Penetanguishene, Ont., lumber, hemlock and hardwood.

W. P. McNeil & Co., New Glasgow, N.S., bridges and structural iron works.

The Meaford Wheelbarrow Co., Meaford, Ont., wheelbarrows, washing machines, trucks, hods, skids, etc.

David Roche, Halifax, N.S., paints, bent glass, art glass, chipped glass, bending glass.

The Western Foundry Co., Ltd., Wingham, Ont., stoves and ranges, iron founders.

J. H. Wetthey, Limited, St. Catharines, Ont., condensed mince meat.

TORONTO BRANCH ANNUAL MEETING

*A Most Successful Gathering of Toronto Manufacturers
Held on July 10—Proceedings at the Afternoon Ses-
sion — Municipal Reform the Theme at the Banquet*

THE third annual meeting of the Toronto Branch of the Canadian Manufacturers' Association was held in the rotunda of the Board of Trade on Friday, July 10, 1903, at 4 p.m.

Among the members present were:—Messrs. W. P. Gundy, Jas. P. Murray, G. P. Breckon, Arnold W. Thomas, F. A. Ritchie, C. Howard Smith, C. N. Candee, Geo. H. Hees, W. J. Gage, Jno. W. Cowan, Jno. Taylor, Edgar A. Wills, P. W. Ellis, J. O. Thorn, T. A. Russell, Geo. Gouinlock, Geo. Booth, Geo. Anderson, J. Edward Maybee, J. J. Seitz, R. J. Younge, R. Pinchin, Robt. Crean, J. T. Sheridan, E. Whaley, B. Fletcher, A. S. Rogers, E. C. Walker, C. G. Calvert, Geo. Brigden, W. K. George, W. H. Shaw, S. M. Wickett, John S. McKinnon, W. B. Tindall, Ed. J. Freyseng, Thos. Davies, W. G. Francis.

CHANGES IN CONSTITUTION

A few changes were made in the constitution of the Branch on the recommendation of the Executive Committee. They provided:

(1) That the past Presidents of the Canadian Manufacturers' Association resident in Toronto be not recognized as ex-officio members of the Executive Committee of the Branch.

(2) That the past Chairmen of the Branch be continued as ex-officio members of the Executive Committee.

(3) That the number of elected members of the Committee be changed from ten as at present to fifteen.

(4) That five members of the Executive Committee constitute a quorum.

TECHNICAL SCHOOL

The report of the Technical School committee was next presented. It showed that the year's progress of the School had been satisfactory, the attendance having markedly increased. For the year 1901-02 the attendance had totalled 1,861, while during 1902-03 it had reached 2,041. There had been an increase of 8 per cent. in the night classes and 33 per cent. in the day classes. The committee reported that the staff, as arranged for the coming winter, was a better and a stronger teaching body than the School had previously possessed.

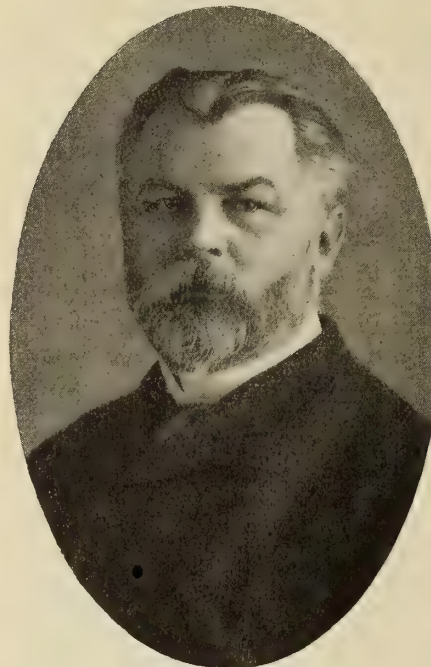
Some degree of apprehension was felt as to the probable effect of the new Ontario Education Act upon the teaching of the Technical School. The aim of the Technical School Board had been for many years to make every course of study as practical as possible—a course which was directly

opposite to that which was being carried out in the Collegiate Institutes. Any reversal of this policy would be a hard blow to the cause of technical education.

The main needs of the School could be summed up in a single phrase—more of it was wanted. The staff was extremely small for the work before it and in comparison with the technical schools in other countries, its support and equipment were far from sufficient.

INDUSTRIAL EXHIBITION

A report from the Industrial Exhibition Committee was next presented. It showed that the arrangements for the 1903 Exhibi-



MR. JAMES P. MURRAY

The new Chairman of the Toronto Branch

tion were well under way. Largely through the efforts of the Committee, a grant of \$50,000 had been made by the Dominion Government. A general resolution had been passed, urging upon manufacturers the importance of exhibiting their goods. The committee was represented as follows upon the different committees of the Exhibition Association.

DIRECTORATE:—

President—Mr. W. K. McNaught.

Directors—Mr. George Booth and Mr. W. K. George.

Associate Directors—Mr. T. L. Moffat, Mr. T. A. Russell, Mr. H. G. Nicholls.

COMMITTEES:—

Miscellaneous Manufacturers—Messrs. W. K. George (chairman), W. K. McNaught, J. R. Shaw, F. Stanley, W. B. Rogers.

Carriage Department—Mr. T. A. Russell (chairman).

Heating—Mr. T. L. Moffat (chairman), Mr. J. T. Sheridan.

Agricultural Implements—Messrs. George Booth (chairman), W. B. Rogers.

Engines and Machinery—Messrs. H. G. Nicholls (chairman), and Geo. Booth.

Cattle—T. A. Russell.

SECRETARY'S REPORT

Mr. J. F. M. Stewart, the Secretary, in his report referred to the number of meetings held, and the attendance at each. There were in all 13 regular meetings, as well as 10 deputations and 3 committee meetings. The membership had increased from 272 at the last annual meeting to 332 at the present time.

Mr. W. P. Gundy read his report as follows:

CHAIRMAN'S REPORT

*To the members of the Toronto Branch,
Canadian Manufacturers' Association:*

WITH this report the Toronto Branch concludes the third year of its existence. The increase of membership in the parent Association, and the very important work it has been able to accomplish, has been at least equalled by the growth and activity of the Toronto organization.

The many varying and important questions that have been dealt with during the past year show the value of our Branch. Every matter as it came up was viewed from the standpoint of manufacturers, and we have tried to confine our activities to those questions which affected us as manufacturers only.

As briefly as possible I beg to refer to the more important matters considered.

MEMBERSHIP

Our membership indicates the strength of the Branch and limits our expenditure. At the last annual meeting the membership was reported as 272. At the opening meeting of our executive I expressed the hope that our membership would be increased to 350. A committee was appointed to accomplish this if possible and the results are very gratifying. I am pleased to report today a membership in good standing of 331. This represents a net increase of fifty-nine during the past year.

GENERAL TAXATION

As you are aware, the power of granting exemption from taxation on machinery has been taken from municipal councils and left to a general vote of the ratepayers. In Toronto it would be impossible to submit every individual request for exemption to the ratepayers or even to secure the majority necessary if a by-law was submitted. Last year the right of municipal councils to extend the exemption was granted by the Legislature for one year, expiring Dec. 31st, 1903.

In the session of the Legislature just closed, what is known as the Assessment Act was introduced. This proposed to abolish all taxes on personal property (other than income), and in lieu thereof to substitute a business tax and a house tax. It also provided for the complete exemption of the machinery used for any trade or manufacture. The general principles of this Bill were approved of by your committee and we regret that the same has not passed the Legislature, as it would then have settled the question of exemption on machinery.

Deputations from your executive on two occasions waited upon the Municipal Bills Committee of the Legislature on this question. The stand was taken that the new Assessment Act would be satisfactory, but should it not be passed this session, then the right for municipal councils to exempt machinery should be extended for another year. I am glad to be able to report that this request has been granted, and the privilege extended until December 31st, 1904. As Toronto manufacturers are assessed on machinery for about \$2,000,000, the taxes saved by this extension of the exemption amounts to \$40,000.

COLLECTION OF GARBAGE

The City by-law, providing for the collection of garbage, in force until recently, did not make any provision for collecting the same from manufacturing establishments. Some years ago, however, the commissioner in charge of the work began removing it from factories. This custom was continued with the growth both in size and number of our factories until within the last few years the commissioner found the means at his disposal inadequate. Only the older factories in the centre of the city were getting the service. It became necessary for the street commissioner to cease collecting from any factories, according to the by-law, or for the City Council to take action.

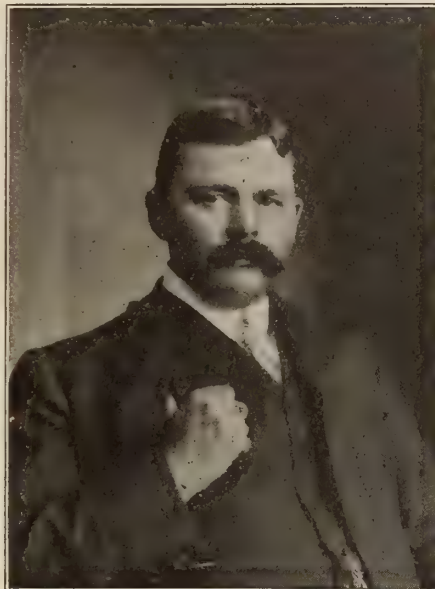
Last year 8,000 loads of garbage were removed from factories. The average cost to the city per load was 55c., which would mean \$4,400.

A committee of the Board of Works of the council was appointed to decide the matter. Much difference of opinion was expressed, and deputations from the Branch appeared on your behalf before the com-

mittee on several occasions. The by law finally passed in April provides that one load per week may be removed from each factory free of charge, and that for additional loads the sum of 50c. per load would be charged. For our 340 members, one load per week, provided the service is used to the limit, would be 17,680 loads, which is more than double the amount removed from all the factories in the city last year. Fifty cents per load for extra garbage seems expensive, but it is less than it costs the city, and the use of the service is optional.

TECHNICAL EDUCATION

We have listened with a great deal of pleasure to the report of our representatives on the Technical School Board. Technical education is of the utmost importance to the advancement of our interests as manufacturers. We must have capable workers,



MR. W. P. GUNDY
Retiring Chairman of the Toronto Branch

and we cannot secure these unless we provide suitable training for them.

We must be frank and admit that the course of study at the Technical School does not provide for technical education as we would like to see it taught. However, the course is good as far as it goes, and we believe that the School is gradually developing along desirable lines.

At the first meeting of our executive we passed a resolution calling on manufacturers to show their interest in the School by giving where possible, a preference to its graduates when engaging employees. This resolution was given publicity through the press of the city.

In December last a large number of our members accepted an invitation to visit the School, and were much impressed with the work of the various classes. After having the work explained, a short meeting was

held when Principal Pakenham gave an address on technical education.

After the visit a circular letter was sent to our members asking them for suggestions for the improvement and assistance of the School. Not as many replies were received as the question merited. They were referred to our representatives on the Technical School Board for their careful consideration.

Your Executive have put themselves on record as favoring working arrangements between the Ontario School of Art and the Technical School, whereby each may be a help to the other and cease to be competitors.

Your Executive have had an attractive announcement prepared to be delivered early in the fall to the factories in the city, calling attention to the subjects taught at the School and advising employees to take advantage of the same.

We were glad to be informed that, commencing this fall, the Technical School is going to hold a series of open lectures on interesting topics by which means they hope to interest the general public in their work.

Closely allied to this subject comes :

AMALGAMATION OF SCHOOL BOARDS

In the report of our Technical School representatives presented at the last annual meeting a sentence reads as follows :—"It appears to your representatives that a rational scheme for the amalgamation of the educational boards of the city is worthy of your best consideration." The report further states that this would conduce to continuity, increase the efficiency and effect economies both in cash and energy.

The Minister of Education, as you are aware, introduced a bill at the last session of the Legislature providing for a single Board of Education of twelve members elected by a general vote to take over the duties now performed by the High, Public and Technical School Boards. This Act as yet only applies to Toronto.

Your Executive put themselves on record in favor of the principle of this Bill. We are glad to report that notwithstanding considerable opposition directed against it, the Bill has become law.

UNION LABEL

As a result of a press report to the effect that the Union Label was to be used on all Provincial Government printing a small committee was appointed to interview the Premier and point out the objectionable features of such a course. We are informed that the Government have taken no further steps in this connection.

SMOKE BY-LAW

This matter has been referred to in the two previous annual reports of our Branch and we regret to state it has not yet been finally disposed of. In the fall of 1900, a By-law was introduced which it was thought

would control the smoke nuisance. There were many objections to this such as its sweeping character, unnecessarily singling out manufacturers, no smoke consumer known would exempt a manufacturer from coming under its provisions, it was left for any one to lay information, etc. These and other objections so impressed the aldermen at that time that the whole matter was dropped.

In the fall of 1902, the question was again brought up. The by-law of two years ago was unearthed and the council without changing a word were going to pass it. A deputation from the Branch again appeared before the committee. All were agreed that the by-law was defective and the committee of the Council recommended that enquiries be made by the City Engineer's Department regarding by-laws in different United States cities. This recommendation, however, was never acted on.

This year's Council took up the matter early. They, however, without any consideration of the question, again introduced the same by-law that had been withdrawn twice previously. Some few of the aldermen seemed determined to pass this as it stood. We held a joint meeting of a committee of aldermen and the executive, and also expressed our views on different occasions at the City Hall. Not succeeding in having the by-law amended to make it workable your committee retained the services of Mr. D. E. Thomson, K.C. A circular letter with which you are familiar was sent out requesting your assistance in preventing the passing of the by-law as it then stood. We believe that many of our members responded to this and a large number appeared to support Mr. Thomson when he placed our case before the council.

The results have been fairly satisfactory. We do not think that the proposed by-law has now the support of the aldermen. We believe it is now the intention to wait till authority can be obtained at the next session of the Ontario Legislature, to pass a by-law that will apply to steamboats, locomotives, etc., as well as to manufacturers and others. In any event the blocking of the smoke by-law as it stood has saved many of our members considerable expense and annoyance.

ELECTRIC POWER

The development of electric power and its possible transmission to Toronto was considered of the greatest importance to all Toronto manufacturers. The question was a most difficult one to handle. Very extreme views were expressed in different quarters regarding private, municipal, and Government ownership. The matter of ownership, however, is but of secondary importance to the Toronto manufacturers, the great consideration with them being cheap power and light and this was the attitude taken by your Executive.

When the question of electric power was first discussed it was decided to be very careful in any action decided upon, and a committee was appointed to procure information regarding existing companies, available power sites, horse power likely to be developed, cost of transmission, etc.; etc. This committee procured valuable information which was carefully discussed by your executive, as a result of which we placed ourselves on record by the following resolution: "That the Toronto Branch of the Canadian Manufacturers' Association, while not endorsing any definite plan for procuring cheap power, places itself on record as favorable to immediate action on the part of the City before further vested interests are created and pledges its support to any line of action by the city either alone or in conjunction with other municipalities that will guarantee cheap power and light to the citizens of Toronto for all time to come at the actual cost of same or at a fixed percentage of profit upon the actual cash expended."

The municipalities of Western Ontario took joint action and held several meetings. The Toronto Branch accepted an invitation to send delegates and we were represented at a meeting held in Berlin and at two meetings in Toronto. In Berlin, Mr. P. W. Ellis, one of our representatives, was appointed on a committee with the Mayors of the various towns interested, to place the views of the meeting before the Ontario Government. During Mr. Ellis' absence in Europe, Mr. J. O. Thorn acted in his stead.

In this matter we had the co-operation of the Western Ontario members of our Association. A ballot was sent out which resulted in the election of Messrs. C. A. Birge, Hamilton; Jas. Goldie, Guelph, and C. H. Waterous, Brantford, to represent Western Ontario interests at any meetings of the Association where electric power was discussed. The Legislature has passed an act along the lines requested by the representatives of municipalities.

CIVIC GOVERNMENT

There is no question that is of more importance to us both as manufacturers and as citizens than the government of our municipality. It is the duty of every one of us to help maintain a live public sentiment on the part of our citizens, and to strive for the best possible system of civic government. We should anticipate a future for Toronto when it shall have double its present population. We should be working out systematic plans for public works tending to the health, beauty and financial benefit of our city. In December, 1902, your Executive called a meeting of the Branch to hear Alderman Curry discuss his scheme of municipal government. We agreed to the request of the Board of Trade of the city to make the meeting a joint one. The attendance was small, but the meeting was most interesting and instructive. Alderman Curry's plan in

brief was to separate the legislative and executive functions of city government. The meeting did not pledge itself to any line of policy, but representatives of the Board of Trade and your Executive undertook to bring the matter before their respective boards and ask for the appointment of a joint committee.

I regret that I cannot make any announcement regarding the work of this joint committee. Several meetings have been held, and a large number of our best citizens have been giving their time and active support. In a short time I trust the committee will be able to make public the results of their work, and solicit the co-operation of every ratepayer of Toronto. The questions to be dealt with make it the duty of each of us to further this work as much as possible, and I trust the incoming Executive may give special consideration to this work.

To awaken an interest in this subject your Executive has invited Mr. Clinton Rodgers Woodruff, of the National Municipal League of United States, and Prof. Goldwin Smith to be with us at our dinner this evening. We hope that everyone here will be present, and we feel quite safe in promising a valuable discussion on Municipal Government.

WORK OF THE EXECUTIVE MEMBERS

I cannot conclude this report without referring to the attention given to the work of the Association by the members of your Executive throughout the year, very often at much personal sacrifice.

Mr. J. O. Thorn, the past chairman, always indefatigable, has given freely of his time, and his special knowledge of questions considered by the Executive has been of much service.

I am indebted to Mr. C. N. Candee, our vice-chairman, for helpful advice and a keen interest in all matters affecting the welfare of the Association; and to Mr. P. W. Ellis, whose careful study and masterly presentation of the facts bearing on the question of electric energy for Toronto, were of great service to your Executive.

Mr. Stewart, our secretary, deserves a paragraph to himself. I have never worked with a better secretary. Courteous always, his clear intelligence, coupled with an absolute devotion to duty, have done so much to lighten my labors this year, and to advance the interest of the Branch, that is a pleasure as well as a duty, to refer to him in these terms.

It must be evident to those who have listened to this report, that much can be accomplished by the Toronto Branch of the Canadian Manufacturers' Association that would not be possible by individual effort and I therefore hope that every member may consider it his duty to do something during the coming year to increase its membership or add to its usefulness.

WORK APPRECIATED

A motion expressing the appreciation of the members for the work accomplished by Mr. Gundy and his associates was thereupon unanimously carried.

Under the head of new business, Mr. Robert Crean brought up the question of the removal of the Observatory by the Dominion Government from Toronto to Ottawa, and thought it would be a matter for the Toronto Branch to take some action on. It was decided to refer the matter to the Executive Committee to be dealt with.

THE NEW OFFICERS

The nomination and election of officers and committees was then proceeded with and the following officers were elected.

Chairman—J. P. Murray.

Vice-Chairman—W. B. Tindall.

Executive Committee—C. N. Candee, R. J. Copeland, J. W. Cowan, Robert Crean, John Dick, P. W. Ellis, J. H. Housser, J. S. King, D. T. McIntosh, J. S. McKinnon, F. A. Ritchie, A. S. Rogers, F. J. Smale, J. T. Sheriden, G. W. Watts.

The following were chosen for nomination for the Executive Council of the whole Association—E. C. Boeckh, P. H. Burton, C. N. Candee, R. J. Christie, J. W. Cowan, R. A. Donald, W. P. Gundy, G. H. Hees, J. S. King, J. P. Murray, F. Nicholls, J. K. Osborne, Thos. Roden, A. S. Rogers, W. B. Rogers, A. F. Rutter, Wm. Stone, A. W. Thomas, J. O. Thorn, W. B. Tindall, S. M. Wickett, H. Wright.

On motion of Mr. F. A. Ritchie and Mr. George Booth, it was decided to leave the selection of Industrial Exhibition representatives to a nominating committee to consist of Messrs. T. A. Russell, J. O. Thorn, and J. P. Murray; this committee to report to the new Executive and their report to be forwarded to the Annual Meeting of the Association in September.

THE BANQUET

AN adjournment was made at the conclusion of the afternoon session to the National Club, where dinner was served at seven o'clock. A large number of the members of the Branch were present, notwithstanding the uncomfortable condition of the weather, and thoroughly enjoyed the proceedings. The speeches of Professor Goldwin Smith and Mr. Clinton Rogers Woodruff, who were the guests of the Association on the occasion, were inspirations, and it was the consensus of opinion, at the conclusion of the evening, that much good had been done by their earnest appeals to business men to bestir themselves in the interests of municipal reform.

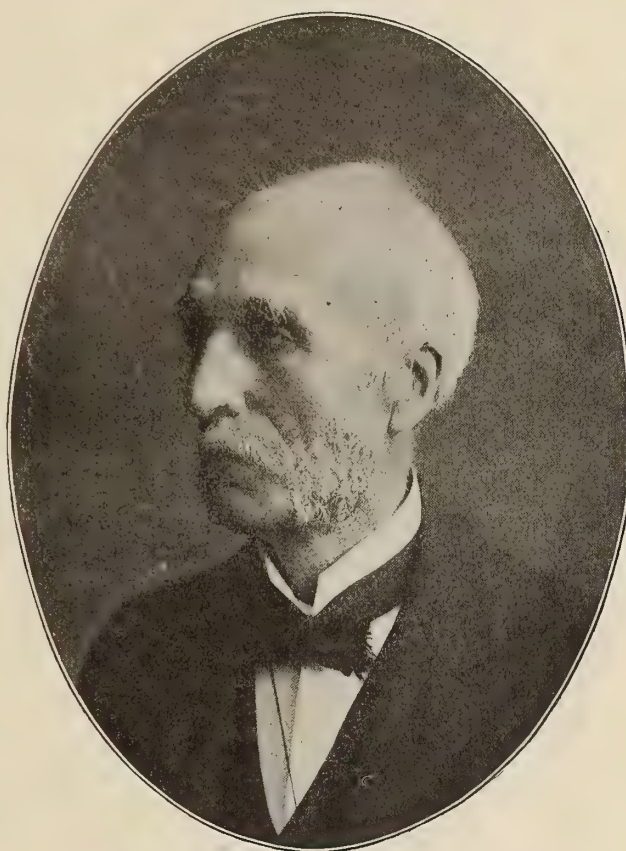
GOLDWIN SMITH

Mr. Goldwin Smith expressed his appreciation of the honor shown him, and said that no one had an interest greater than

himself in the welfare of Toronto. He had decided views with regard to the city, and sometimes he might have been wrong. On one point, however, he did not believe he was wrong, and that was his abiding trust in the future of Toronto. The city possessed residential attractions inferior to no city of the continent, and all that Toronto required was a thoroughly good government. He had confidence that the gentlemen who had come to enlighten them would not go away without leaving some valuable hints and information to guide them in securing a more adequate administration.

People to-day were endeavoring to govern a city on a system fitted for a village. The system of government was derived from the

the leading men of a city of the present day were practically excluded from a voice in the city's government. It was all very well to talk of electing the best men, but these men could not afford to come forward. The speaker then related the efforts made by a committee of citizens to elect Mr. E. B. Osler, M.P., as Mayor of Toronto, and of that gentleman's willingness to sacrifice his time for the benefit of the city at a time when the municipal finances required the presence of an experienced business man at the head of affairs. While Mr. Osler polled a large majority of the tax-paying vote, he was beaten by the minority. The business of the city government was to raise a certain amount of money, and to spend it, and how could a minority of the taxpayers be allowed to control it?



PROFESSOR GOLDWIN SMITH

An honored guest at the Annual Banquet of the Toronto Branch

middle ages, and what then passed for a city was in reality a village, within walls and without any of the problems which the congested masses of humanity to-day produced. The duty of the rulers then was principally the defence of the rights of the city.

PROBLEMS OF TO-DAY

All that was changed now, and the vast populations of to-day were presenting great problems which required an expert and scientific administration to solve. The elective form of government had been retained, but not improved upon. In fact, the reverse was the case, for, instead of the great men of the community retaining power,

MUST BE PERMANENT

A permanent and responsible administration was necessary to the government of a great city, and nothing could be less responsible than an annually elected body. Mr. Smith mentioned the civic buildings, and said that Toronto might have had a building for one-half of the sum the present building had cost when finished. Only one member of the Council which initiated the work remained at its completion. It was clearly impossible to have responsibility without permanency, and it was quite evident that a more expert administration was absolutely necessary. As an instance

of a well-governed city, the speaker described Washington, although there was no self-government. He had no desire to take any means out of the hands of the people that they could exercise for their own good, but a municipal election did not result in the return of the best men of the community, but almost always those who devoted themselves to canvassing for the office. He suggested the division of the civic government into legislative and administrative branches, the latter to be in the hands of experts, thoroughly competent and responsible people, who would be entirely out of reach of all sinister influences. The ordinary elective Council was not that. He did not expect too much, but he would ask the business men of Toronto to make an effort

thoroughly appreciated that young men trained themselves for the work and regarded the office as a great honor. The present civic head of Berlin had held his position for some ten years, and had previously been the administrative head of a smaller city. The question of politics did not enter into the business of this official, and it was to this idea that America must come if its cities were to obtain an efficient administration of their affairs. The business of managing a city had come to be a special function. They had to remember that things depended on the spirit in which they were done. He agreed with the gentleman who preferred laws made by Lucifer and enforced by Gabriel to enactments by Gabriel left to be administered by Lucifer. The secret of

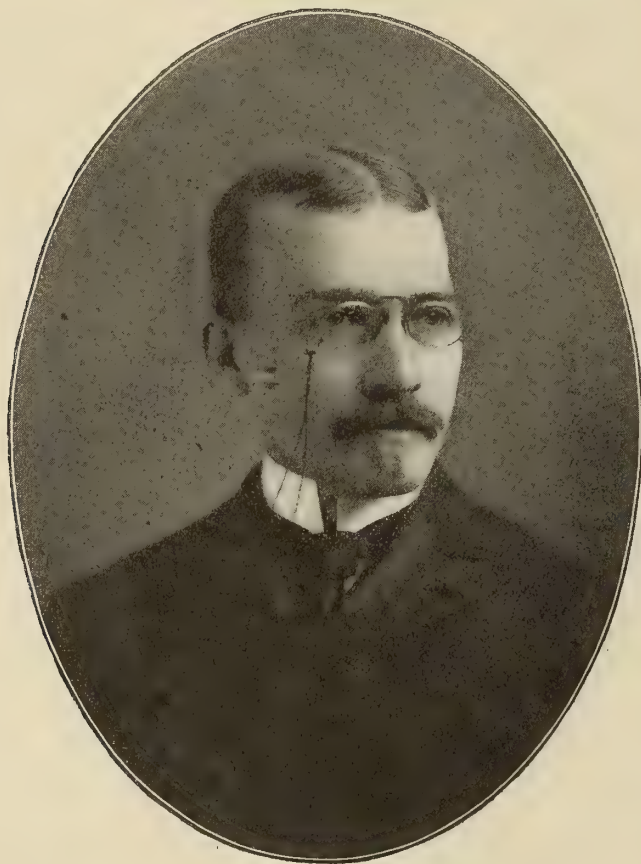
municipal improvement. There had been this change in the tone of those who were interested in the solution of the municipal problem, and there had also been an important and significant shifting of the point of view. Merely negative criticism had given way to a programme of positive action. Every movement having for its object the reform of existing conditions must, however, pass through the critical period, and when a movement was passing from the negative and critical to the positive and constructive stage, then it might be concluded that the movement was sound and healthy and destined to succeed. The speaker referred to the large number of municipal reforms which had become live topics, and the multiplication of agencies working for the solution of the problem. Within the past ten years there had been a tenfold increase in the number of reform bodies.

PERSISTENCY NECESSARY

These municipal leagues, civic federations, citizens' associations, while pursuing different methods and occupying different parts of the field, were nevertheless contributing directly to the solution of the problems confronting the municipal citizen. If he were asked to mention the one thing which above another characterized the work, he should unhesitatingly reply, "their persistency." The work of the Municipal Voters' League in Chicago was an illustration. It had been at the work of reforming Chicago's Councils since 1896. Despite setbacks and disappointments, it had kept at its allotted task until Chicago could now boast of an honest Board of Aldermen. To be sure, it had not eliminated every dishonest member, but it has secured the election of a substantial and sufficient majority of honest men. The work of the Citizens' Union in New York, which conducted the first and second Low campaigns, was an illustration to the same effect.

BUSINESS MEN'S WORK

It was not alone among reform bodies that the question of municipal government was receiving attention. The business organizations were taking it up with vigor, and some of them indeed had accomplished the most successful municipal work in the United States. The New York Chamber of Commerce had time after time taken the initiative in important municipal undertakings, and had done signally good work in exposing the corrupt relations existing between the New York police and the vicious classes. The New York Merchants' Association had set an example of the highest type of effective and public-spirited endeavor. Thanks to its leadership, the iniquitous Ramapo job was first halted, then finally and effectually defeated. Now it was co-operating with the city in securing a well-known and most competent engineer



MR. CLINTON ROGERS WOODRUFF, OF PHILADELPHIA

Guest of the Toronto Branch at their Annual Banquet at the National Club

for once, and next fall to take a real interest in municipal affairs. He had the strongest faith in the city, and a love for it which grew as the years passed.

MR. WOODRUFF

Mr. Woodruff, who was enthusiastically received when introduced by the chairman, said that Mr. Smith had touched the fundamental principle of good government when he said that politics and the administration must be kept far apart. In all their efforts for a more efficient administration this had to be kept in mind. In Germany the idea of the importance of the office of mayor and the special fitness required for it were so

Washington's success was its splendid administration, and although its citizens did not vote, the various civic associations exerted the force of public opinion upon the administrators with a result quite as effective.

A CHANGED SITUATION

Speaking of the situation in civic government, the speaker said that the public attitude had changed in the past ten years from hopeless criticism to what might be called constructive statesmanship. Whereas years ago one heard nothing but descriptions of the low state of public morality, the public mind was seized now with many ideas for

to take charge of the waterworks construction, contributing one-half of his salary of \$20,000 per annum. It also inaugurated a movement to secure a complete and adequate examination and rearrangement of the accounts and financial undertakings of Greater New York and its subdivisions. The speaker also spoke of the work of the San Francisco Merchants' Association, which had a scheme for the expropriation of the infamous Chinatown in that city, the conversion of the property into a vast park, and the construction of a new Chinatown under modern and sanitary conditions.

Mr. Woodruff dwelt on the interest taken by the people at large in municipal questions, and said that this was a certain forerunner of action. It was manifested in the very general interest in municipal contests and developments, and in the heavy percentage of votes cast at a municipal election.

NATIONAL LEAGUE'S WORK

The speaker described some of the United States societies working for municipal advance, and said that the National Municipal League was the oldest of these bodies, having been organized early in 1894. It represented the interest of citizens in the solution of the municipal problem. It was at once a reviewing body, a clearing-house for ideas and experiences, a propagandizing influence and a maker of programmes. As a reviewing body, it had presented a series of studies of municipal conditions that had attracted the attention and commanded the praise of students everywhere. He mentioned the work of the American League for Civic Improvement, the League of American

Municipalities, the American Park and Outdoor Art Association, and said that this very multiplicity of organizations, while perhaps from some points of view to be regretted, nevertheless from others was to be taken as a favorable sign of the times. If nothing else, it indicated that the people were stirred up.

A BRIGHT OUTLOOK

The talk of a federation of interests pointed the same way. The trust period has been reached, and further development must be in the direction of an harmonious agreement as to the spheres of activity, so that there will be an economy of effort and distribution and an elimination of superfluous activities and overlapping. "In this view of the situation," said the speaker in closing, "I have deliberately dwelt upon the favorable signs and evidences. Primarily because I think they preponderate over the unfavorable ones, and, secondly, because I think progress lies in the direction of their cultivation and emphasis. The outlook is bright and full of encouragement. There is a progressive development toward good. The difficulties are not all eliminated or the obstacles all surmounted, but the forces making for righteousness and improvement are being strengthened from day to day, and in time must overcome those that make and sustain corruption and inefficiency.

At the conclusion of Mr. Woodruff's speech, Mr. W. K. McNaught moved a vote of thanks to the speakers of the evening, which was seconded by Mr. J. P. Murray, and to which Mr. Woodruff fittingly replied. The gathering then broke up to the strains of the National Anthem.

MONTREAL BRANCH

Discriminatory Freight Rates Discussed — Preparations for Annual Meeting August 6th

THE regular monthly meeting of the Montreal Executive was held on Friday, July 3rd, 1903. The Hon. J. D. Rolland was in the chair and there was a large attendance of members.

The Secretary reported upon the various delegations to Ottawa relative to labor legislation. General approval was expressed at the independent stand taken by the Senate upon the measures submitted during the session appertaining to the relationship between labor and capital. The opinion was unanimous that the time was opportune for the preparation of an act to be submitted to Parliament next year compelling the incorporation of trades unions, and it was felt also that the Association should continue its strenuous opposition by every means in its power to the passage of any further legislation intended as a restriction upon free or non-union labor.

FREIGHT RATES

Mr. Francis Braidwood, manager of the Canada Jute Co., drew the attention of the executive to the arbitrary discrimination in freight rates against Montreal, and in favor of the British manufacturer. He claimed that lower rates were being quoted from British ports to Winnipeg than from Montreal to Winnipeg, while if goods were brought from the British port to Montreal, manufactured in Montreal and then sent to Winnipeg, the freight was 60 per cent. greater than if the goods were sent direct from the British port to Winnipeg. This matter was referred to a committee consisting of Messrs. Wm. MacMaster, Geo. E. Drummond and Robt. Munro.

ANNUAL MEETING

It was decided to have the annual meeting of the Montreal Branch on Thursday, Aug. 6th. A nominating committee was appointed

as well as a committee on resolutions. The Secretary was generously accorded a short holiday to improve his health. His newspaper reply to the attack of the Secretary of the Toronto District Labor Council was also approved.

During the past month death has laid its hand upon two of the most respected members of the Montreal Branch and two of the oldest and largest manufacturers in the Dominion—Messrs. A. F. Gault and James Cooper. Both men of great industrial enterprise, their personal and industrial loss is appreciable beyond words. Suitable testimonial action will be taken at the next meeting.

ANNUAL MEETING OF THE MONTREAL BRANCH.

The annual meeting of the Montreal Branch of the Canadian Manufacturers' Association will be held in the Council Room of the Montreal Board of Trade, on Thursday, August 6th, at 3 p.m.

The programme will consist of—

- (1) President's address,
- (2) Report of Executive Committee,
- (3) Resolutions *re* tariff, labor legislation, transportation and the method of election of officers.

- (4) Election of officers for 1903-4.

On account of so many of the members living out of the city for the summer, there will be no evening meeting. But it is hoped that the Montreal members will be well represented at the afternoon meeting.

CUBAN SHIPMENTS

A circular has been issued by the Cuban Consul in New York city and has been forwarded to the Association by Mr. A. H. Post. It reads as follows:

"Invoice must contain the name of shipper and consignee, name of vessel, marks and numbers, description of merchandise specifying the materials of which they are composed, gross and net weights, detailed price and total value, including a statement of the expenses incurred by the merchandise up to the time they are packed and ready for shipment. This declaration must be written in Spanish immediately following the invoice:

"Declaro que soy representante legal de embarcadores de las mercancías relacionadas en la presente factura y que son ciertos los previos y demas particulares que en ella se consignan.—

"This declaration must be signed by the shipper or his legal representative if residents of New York City. If none of them is a resident of New York City, a person must be appointed in this city to sign the declaration and present the invoices, such appointments to be sworn before a notary public and forwarded to this office."

NOVA SCOTIA BRANCH MEETING

First Annual Meeting at Halifax a decided success

—Attendance large and proceedings interesting

THE first annual meeting of the Nova Scotia Branch of the Canadian Manufacturers' Association was held on the evening of Friday, June 27. The attendance was large and the proceedings were interesting. The branch is vigorous and energetic and has grown materially during the year. The chair was occupied by J. R. Henderson, the President of the Branch, and there were present, among others, the following named:

James Anderson, Britannia Manufacturing Co., Ltd., Halifax; H. F. Barker, The Office Specialty Manufacturing Company, Limited, Toronto; Geo. E. Boak, George E. Boak & Co., Halifax; Chas. E. Butler, G. J. Hamilton & Sons, Pictou; G. S. Campbell, G. S. Campbell & Co., Halifax; W. J. Clayton, Clayton & Sons, Halifax; T. M. Cutler, Acadia Sugar Refining Co., Ltd., Halifax; A. J. Davis, Davis & Fraser, Halifax; J. E. DeWolfe, McAlpine Pub. Co., Halifax; Alfred Dickie, Lower Stewiacke; George H. Dobson, North Sydney; J. Eastwood, New Glasgow; H. A. Edwards, G. J. Hamilton & Sons, Pictou; G. E. Faulkner, The Port Hood Coal Co., Ltd., Port Hood; J. F. Frame, Oxford Woollen Mills, Oxford; R. M. Hattie, Imperial Pub. Co., Ltd., Halifax; J. R. Henderson, Henderson & Potts, Halifax; H. L. Hewson, Hewson Woollen Mills Co., Ltd., Amherst; Daniel Hocklin, Simson Bros. & Co., Halifax; William Levis, The Robert Taylor Co., Limited, Halifax; J. P. Longard, Longard Brothers, Halifax; Chas. D. McAlpine, McAlpine Pub. Co., Halifax; C. H. Potts, Henderson & Potts, Halifax; Frank C. Simson, Simson Bros. & Co., Ltd., and president of Canadian Wholesale Drug Association; John F. Stairs, Nova Scotia Steel and Coal Co., Ltd., New Glasgow; Fred. J. Ward, John P. Mott & Co., Halifax; A. N. Whitman, A. N. Whitman & Co., Halifax.

The report of the Chairman and also of the acting secretary were read and adopted.

MANUFACTURERS AT THE EXHIBITION

This was followed by an address by W. J. Clayton, special industrial commissioner for the provincial exhibition, who presented the claims of the exhibition upon the Association. Many applications for space from manufacturers had already been received. He suggested that the Nova Scotia branch of the Canadian Manufacturers' Association appoint a small committee to co-operate with the management of the exhibition in making a special exhibit in the centre space of the main building.

Mr. Clayton's remarks were received with applause, and the whole matter was referred to the executive for consideration and action, Mr. Clayton receiving the thanks of the Association.

ADDRESS BY SECRETARY YOUNGE

Mr. R. J. Younge, general secretary of the Canadian Manufacturers' Association, then, at the request of the president, addressed the meeting. He began by congratulating the branch on its growing vigor at the end of the first year of its history, and the reception given by Halifax to the general meeting of the Association was recalled with pleasure. Mr. Younge went on briefly to tell of the work of the parent



MR. J. R. HENDERSON,
Re-elected Chairman Nova Scotia Branch.

association, referring to the labors of the several committees of the general executive in the interests of the Association.

He showed not only the advantages following from an Association with such magnificent organization, but the absolute necessity of the work which was being done in the interests of the manufacturers and of the country as a whole.

The broad review of the year's work, as presented by the General Secretary, was listened to with the deepest interest by those present, and everyone was convinced of the great possibilities in store for the Nova Scotia Branch.

THE NEW OFFICERS

Following Mr. Younge's speech was the election of officers, which resulted as follows:

President—J. R. Henderson, Halifax.

Vice-President—J. W. Allison, Halifax.

Executive—J. F. Stairs, Halifax; H. L. Hewson, Amherst; Alfred Dickie, Stewiacke, A. F. Pelton, Amherst and Halifax; H. F. Baker, Sydney; Frank C. Simson, Halifax; A. C. Thompson, North Sydney and Lunenburg; H. H. Hamilton, Pictou; T. M. Cutler, Halifax; J. P. Longard, Halifax; George Stairs, Halifax; Wm. Lithgow, Halifax; Ernest Hill, W. B. Taylor, Halifax; James Munro, New Glasgow.

Vice-President for Nova Scotia—D. W. Robb, Amherst.

Representative to the Congress of Boards of Trade—J. R. Henderson, Halifax.

RESOLUTIONS ADOPTED

On motion of Messrs. G. S. Campbell, W. J. Clayton and H. L. Hewson, respectively, the following series of resolutions was adopted:

TRANSCONTINENTAL RAILWAY

Whereas, it being apparent that the Government of the Dominion of Canada will shortly extend encouragement towards the building of a trans-continental railway in Canada:

Be it resolved, That the Nova Scotia Branch of the Canadian Manufacturers' Association desires to place itself on record and recommend that the Executive Council of this Association express its earnest opinion to the Government with special regard to the following features:

First, That if any aid is extended by our Government to said railway, that the road should be built entirely in Canadian territory.

Second, That the route selected should be such as will benefit in the largest degree all sections of the country.

Third, That the Government should have a controlling voice in the determination of freight rates on the said road.

Fourth, That the section of the road east of Montreal to the Maritime Provinces be built and operated simultaneously with that of the western section of the road.

Fifth, That stringent precautions be made to ensure the shipment through Canadian ports of the through traffic originating on the road.

Sixth, That the eastern terminus of said road should be located in the Maritime Provinces.

TARIFF

That whereas, with a view to placing the Canadian people and their industries on a more independent basis so far as their foreign competitors are concerned, this Nova Scotia Branch of the Canadian Manufacturers' Association, while endorsing heartily the principle involved in the recent German surtax imposed by the Canadian Government, desires to place itself on record as follows:

That this Branch, in annual meeting assembled, do re-affirm the tariff resolution endorsed by the general annual meeting of the Association held in Halifax last year, now place

ourselves on record as heartily approving of the work undertaken and accomplished by the Association since their last general meeting, and that all due pressure be constantly kept on the Government to the end that the much-needed tariff changes be brought about.

And be it resolved, That the action of the Dominion Government in introducing legislation toward the establishment of a railway commission, be heartily recommended as an important tributary factor towards this end, and the hope expressed that the measure may be put into practical operation at the earliest possible moment.

SCARCITY OF LABOR

That whereas a general scarcity of labor exists in the manufacturing industries of the Dominion at the present time, and after exhausting all reasonable efforts to obtain mechanics and laborers many manufacturers are handicapped because they found it impossible to secure the necessary help;

Be it resolved, That the department of labor of the Dominion Government be earnestly requested, through the Executive Council of this Association, to take immediate steps to fill the demands of our labor market;

And be it further resolved, That the Dominion Government be respectfully requested to refute the statements made to British workmen by certain Canadian labor organizations concerning uninviting conditions existing for workmen in Canada at the present time as being false and misleading, and calculated to exclude from Canada the immigration of British people whose influx the country has so long desired.

THE CLOSING BUSINESS

It was decided that the Executive officers of the Branch would meet on the second Thursday of every month.

The special thanks of the Branch was tendered to Mr. Colin A. MacLeod, of Halifax, who had ably carried on the work of Local Secretary in the absence of his brother.

Mr. R. M. Hattie has been appointed Secretary in succession to Mr. J. R. MacLeod.

FIRST EXECUTIVE MEETING

A MEETING of the Executive of the Nova Scotia Branch was held in the Halifax Board of Trade Rooms on Thursday afternoon, July 16. The members present were Mr. J. R. Henderson, chairman, Mr. J. W. Allison, vice-chairman and Messrs. J. P. Longard, F. C. Simson, A. F. Pelton, H. L. Hewson and Alfred Dickie.

The first business before the meeting was the appointment of a membership committee. Messrs. J. P. Longard, A. F. Pelton, F. C. Simson, the chairman and the secretary were named to compose this committee with the object in view of enlarging the membership as far as possible.

A finance committee was appointed to supervise matters relating to the expenditure of money for branch purposes. The members of this committee are Messrs T. M. Cutler and Wm. Lithgow.

The Nova Scotia Provincial Exhibition Commission having made a proposition to the Branch regarding the establishment of a bureau at the Exhibition in Halifax next fall and offering the central position in the Manufacturers' Building, considerable discussion arose on this point. It was finally decided to leave the matter in the hands of a committee which would gather information. The gentlemen composing this committee are Messrs. Simson, Allison, the Chairman and the Secretary.

MEMBERSHIP FEES

With regard to the proposed scale of membership fees there was a pronounced feeling that it would in some instances be rather oppressive. The following scale was suggested as being fairer from the standpoint of local conditions than that prepared by the Executive Council, viz.:

For manufacturers employing up to 200 hands	\$10 00
" " " 200 " 500 "	25 00
" " " 501 and upwards	50 00



MR. R. M. HATTIE.

The new Secretary of the Nova Scotia Branch of the Canadian Manufacturers' Association.

The Pacific Excursion also came up for discussion and it was thought very desirable that as many members as possible should embrace the opportunity of attending the Annual Meeting in Toronto and going westward with the excursion party.

The Executive will meet monthly hereafter, will watch the situation closely and will endeavor to make the Branch an aggressive one. It is felt that the future of Nova Scotia depends very largely upon the development of manufacturing industries and that the responsibilities of this Executive are therefore very great, inasmuch as every possible opportunity should be embraced to do work that will result in the betterment of conditions.

FURNITURE MANUFACTURERS' EXHIBITION

A Remarkable Display of "Made in Canada" Furniture held recently in Toronto

A most successful exhibition of "Made in Canada" furniture was held in Toronto from July 10 to 17. The old Main Building in Exhibition Park was utilized for the occasion and the ground floor and first balcony were apportioned to the various exhibitors. Over thirty makers of furniture and upholstery took advantage of the opportunity to display their choicest goods.

The exhibition was purely for the advantage of the trade and, owing to the fact that the annual convention of the Furniture Dealers' Association was held during two days of its course, a great many retailers were present. Some of the exhibits were remarkably large and complete and the array of furniture which covered the two floors would have been sufficient to furnish many hundreds of homes.

In point of quality, only the very best samples of the workmanship of the various factories were shown. The futility of going out of Canada to secure furniture was clearly demonstrated, for all the latest patterns, styles and finishings were on view. It would be a surprise to many to find what exquisite work is being done in our Canadian factories.

The exhibitors included the Berlin Furniture Co., Ltd., of Berlin; the Canadian Feather and Mattress Co., Ltd., of Toronto; Coombe & Watson, Kincardine; Delany & Pettit Co., Toronto; Grant-Morden Co., Toronto; Dymond & Somerville Co., Ltd., Strathroy; Geo. Gale & Sons, Waterville, Que.; Gibbard Furniture Co., Limited, Napanee; Gold Medal Furniture Co., Ltd., Toronto; Griffin Curled Hair Co., Toronto; Hespeler Furniture Co., Hespeler; D. Hibner & Co., Berlin; H. R. Ives & Co., Ltd., Montreal; Kilgour Couch Co., London; S. M. Knechtel Chair Co., Southampton; Knechtel Furniture Co., Ltd., Hanover; S. Knechtel Wood Turning and Furniture Co., Ltd., Southampton; H. Krugg Furniture Co., Ltd., Berlin; Lippert & Co., Berlin; Malcolm & Souter Furniture Co., Ltd., Hamilton; National Table Co., Owen Sound; North American Bent Chair Co., Ltd., Owen Sound; Chas. Rogers & Son Co., Ltd., Toronto; Sanitary Mattress Co., Toronto; Shurley & Dietrich, Galt; J. B. Snider, Waterloo; Strathroy Furniture Co., Ltd., Strathroy; The D. W. Thompson Co., Toronto; Thompson & Co., Belleville; Tombyll Upholstery and Frame Manufacturing Co., Ltd., Montreal; Toronto Bedding Co., Ltd., Toronto; Woeller, Bolduc & Co., Waterloo.

QUEBEC BRANCH ANNUAL MEETING

Held on June 30—The Chairman's Address—Full account of the work accomplished during the Branch's first year

THE first annual meeting of the Quebec Branch of the Canadian Manufacturers' Association was held on June 30. Those present included:

Geo. E. Amyot, Dominion Corset Manufacturing Co.; F. H. Andrews, F. H. Andrews & Son; A. Belanger, Montmagny; J. B. Blouin, J. B. Blouin & Son; H. Carrier, Carrier, Laine & Co.; O. Chalifour, O. Chalifour; Alp. Cote, Parisian Corset Co.; M. Darveau, Quebec Paper Bag Co.; F. H. Gourdeau, F. Gourdeau & Cie; M. Gravel, The A. Gravel Lumber Co., Limited; T. Hethrington, Thomas Hethrington; J. S. Langlois, J. S. Langlois & Cie; J. C. Lockwell, Miller & Lockwell; W. A. Marsh, The W. A. Marsh & Co., Limited; Ludger Moisan, The Victor Manufacturing Co.; Jos. Picard, The Rock City Tobacco Co.; Jos. Pouliot, J. S. Pouliot & Frere; J. Ritchie, The John Ritchie Co., Ltd.; M. Timmons, M. Timmons & Co.; G. A. Vandry, J. Arthur Paquet. Mr. R. J. Younge, General Secretary, was also present and Mr. Geo. E. Amyot occupied the chair.

The minutes of the last meeting were read and adopted.

CHAIRMAN'S REPORT

The Chairman then submitted his report of the work for the year just closed. He referred at length to the circumstances surrounding the formation of the branch. At the time when the delegates of the general Association were journeying eastward to attend the annual meeting at Halifax it occurred to the Quebec members that a welcome should be given to the travellers as they passed through their city. A meeting was accordingly held at which there was a good attendance of Quebec manufacturers, and a willing response was made to the proposition placed before them. The reception passed off successfully.

"As a result of this," said Mr. Amyot, "the suggestion was made that the manufacturers of Quebec should organize themselves into a branch of the general Association, similar to the branches already established at Toronto, Montreal, Winnipeg and Vancouver. This action was finally decided upon and, in order to prepare for organization, Messrs. Stewart and Cooper, two of the assistant secretaries of the Association, spent a few days in Quebec on their return from the Halifax Convention, and visited the important manufacturers of both Quebec and Levis. The outcome was that a general meeting was called on August 19 of last year. The meeting was attended by 43 manufacturers, representing the most important industries in the two centres, and a

branch was organized. Mr. R. J. Younge, the General Secretary of the Association, was present addressed the meeting. Officers were elected, and the branch started out on its career."

WORK ACCOMPLISHED

Mr. Amyot, in continuing, referred to some of the work that had been accomplished during the past year. A large delegation from the branch had waited upon Premier Parent, requesting provincial assistance towards the appointment of a Canadian Trade Commissioner in London. Both the Dominion and Ontario Governments had promised assistance, and the delegation were able to secure the promise of Premier Parent that when the matter would be dealt with Quebec would not be behind in its support of the enterprise.



MR. GEORGE E. AMYOT

Re-elected Chairman of the Quebec Branch

A second important question dealt with by the Branch, concerned the exportation of tan-bark from the Province of Quebec. The members of the Branch having considered the question, decided to communicate with the Department of Crown Lands and to ascertain what might be done towards having the situation relieved. The matter was of such importance that the Branch were determined not to allow it to drop. Incidentally the exportation of pulp wood received attention.

The tanners and curriers of the Branch were especially interested in a bill introduced into the House of Commons for the proper inspection of hides and leather. Through the general offices of the Associa-

tion they were brought into touch with the tanners of Ontario, and two representatives joined a deputation to Ottawa, which placed the facts before a special committee of the House of Commons. "Up to the present time," said Mr. Amyot, "the bill has not been dealt with by the House, but we have reason to believe that the committee will bring in a favorable report and that satisfactory results will be obtained. When it is enacted, it will prove a great safeguard to the tanners of this country in the purchase of their hides."

In concluding, Mr. Amyot referred to other questions which might be taken up in the future. "There are matters in connection with our city government, our harbor facilities, and also in connection with our insurance rates, which might be very properly dealt with by this organization," said Mr. Amyot. "This Branch is ours to make it as useful as we possibly can to every member, and if we have difficulties as manufacturers, we can discuss the points together and come to some mutual understanding, which will no doubt solve all our troubles."

The chairman's report was adopted unanimously.

THE TANNERS AND CURRIERS

The report of Messrs. Jos. Pouliot and J. B. Blouin, delegates to represent the leather merchants at Ottawa was submitted.

In reference to the above report, it was suggested, by Mr. J. B. Blouin that the Branch should endorse a strong resolution urging Hon. Sir Wilfrid Laurier and Hon. Charles Fitzpatrick to support with all their influence Act No. 48, amending the general Act for the inspection of raw hides.

In harmony with the above suggestion, it was moved by Mr. W. A. Marsh, seconded by Mr. Jos. Pouliot: "Considering that the tanners and curriers and merchants, who are interested in the leather industry and the trade in raw hides, suffer considerably from the present state of things, relative to the inspection of raw hides, we, the members of the Quebec Branch of the Canadian Manufacturers' Association, pray Hon. Sir Wilfrid Laurier and Hon. Chas. Fitzpatrick, who represent more particularly our district, to support with all their influence the amendment now before the House of Commons at Ottawa." The motion was unanimously adopted.

Mr. R. J. Younge warmly congratulated the Branch on the excellent work accomplished, and explained what the Association had done during the year. He showed to the complete satisfaction of the members the

importance and usefulness of the Association to manufacturers in general.

A vote of thanks was proposed by Messrs. H. Carrier and Ludger Moisan to Mr. R. J. Younge for his address and valuable information.

The election of officers resulted as follows: Geo. E. Amyot, chairman; W. A. Marsh, vice-chairman; Jos. Picard, secretary-treasurer; Executive Committee, C. H. Carrier, G. A. Vandry, J. S. Langlois and T. S. Hethrington; delegates to the Executive Council, Geo. E. Amyot, G. A. Vandry and C. H. Carrier. Mr. Geo. E. Amyot was named to represent our Branch at the Congress of the Chambers of Commerce.

OUR NEW ZEALAND LETTER

The Preferential Tariff Question Further Discussed by Mr. Theo. de Schryver

SINCE writing you last on the above subject, public interest has been ever on the increase. The pros and cons are warmly discussed, and though there are some opponents, the majority are in favor of Mr. Chamberlain's scheme. There is uncertainty with regard to what shape the preference will take in this country. Will the Government propose to reduce the duties in favor of the Mother Country and the other colonies, or will it raise the existing duties against the foreigner? In the first instance it would mean an enormous sacrifice of income, as nearly two-thirds of the imports come from Great Britain, and I don't think that Mr. Seddon will go so far without being sure to recover the difference in some other way. In the latter case it would mean a rise in prices all round, against which strong protests can be expected, more particularly on the part of the farmers. As far as I can judge the latter course will be followed, as it means an increase of income, which would not be unwelcome to the Government. I expect, therefore, some lively debates in Parliament but don't fear that a bill in favor of a preferential tariff will be defeated, which ever shape it will take.

Germany's unfriendly attitude as disclosed in the debates in the home parliament is assisting most materially to unite the forces in favor of this fiscal measure.

NEW ZEALAND IMPORTS

The "New Zealand Herald" published a very interesting statistical compilation from last year's imports, which will be of interest to your readers. It shows clearly how hard the fight is for the Mother Country to maintain her position with respect to certain lines against some of her competitors. It is astonishing to see the enormous advance which has been made by the United States. It will be time well spent if Canadian manufacturers will study this list

very carefully, as New Zealand will expect that Canada will be able to supply those articles which form the bulk of the U. S. exports to this country as soon as the preferential tariff becomes a fact.

Acid, acetic—	£
United Kingdom.....	1,728
Germany.....	1,447
Cartridges—	
United Kingdom.....	10,073
United States.....	6,518
Firearms—	
United Kingdom.....	5,932
United States.....	5,586
Bicycles and tricycles—	
United Kingdom.....	26,014
United States.....	16,522
Boots and Shoes—	
United Kingdom.....	95,981
United States.....	81,097
Gum boots—	
United Kingdom.....	6,212
United States.....	3,812
Brushware—	
United Kingdom.....	577
United States.....	1,029
Canvas—	
United Kingdom.....	26,954
United States.....	11,499
Cards (playing)	
United Kingdom.....	280
United States.....	1,066
Carriages—	
United Kingdom.....	2,175
United States.....	3,600
Carts, drays and waggons—	
United Kingdom.....	104
United States.....	2,663
Materials for carts, etc.—	
United Kingdom.....	45
United States.....	2,761
Clocks—	
United Kingdom.....	3,831
Germany.....	649
Belgium.....	135
United States.....	7,879
Cocoa beans—	
United Kingdom.....	2,588
United States.....	2,021
Coffee—	
United Kingdom.....	1,405
United States.....	1,148
Flour—	
United Kingdom.....	819
United States.....	26,336
Fruits (bottled and preserved)—	
United Kingdom.....	36
United States.....	7,713
Fruits (dried)—	
United Kingdom.....	2,348
Greece.....	11,922
Fruits, unenumerated—	
United Kingdom.....	3,010
United States.....	6,585
Furniture—	
United Kingdom.....	14,956
Austria.....	1,042
Germany.....	3,727
United States.....	9,205
Japan.....	1,483
Furniture powder and polish—	
United Kingdom.....	1,953
United States.....	3,127
Instruments, musical—	
United Kingdom.....	590
United States.....	5,079
Pianos—	
United Kingdom.....	32,558
Germany.....	50,973
Rails—	
United Kingdom.....	36,463
United States.....	21,793
Staples and Standards—	
United Kingdom.....	2,699
Belgium.....	1,413
United States.....	1,714

Wire Fencing, barbed—	
United Kingdom.....	26,583
United States.....	28,857
Wire, plain—	
United Kingdom.....	45,139
United States.....	33,033
Belgium.....	3,574
Lamps, Lanterns and Lamp Wicks—	
United Kingdom.....	10,857
United States.....	7,256
Machinery—	
United Kingdom.....	18,161
United States.....	41,745
Dairy Machinery—	
United Kingdom.....	5,879
Germany.....	3,365
Sweden.....	18,761
Denmark.....	251
United States.....	3,738
Gas Engines—	
United Kingdom.....	21,609
United States.....	15,620
Printing Machinery—	
United Kingdom.....	7,393
United States.....	5,491
Matches—	
United Kingdom.....	3,393
Belgium.....	3,023
Medicines, patent and proprietary—	
United Kingdom.....	13,149
United States.....	16,355
Nails—	
United Kingdom.....	13,556
Belgium.....	5,265
United States.....	21,546
Kerosene—	
United Kingdom.....	195
United States.....	11,944
Oils—	
United Kingdom.....	4,354
United States.....	7,168
Oils (bottled)—	
United Kingdom.....	928
United States.....	7,469
Printing Paper—	
United Kingdom.....	51,734
United States.....	45,555
Pumps—	
United Kingdom.....	2,022
United States.....	5,414
Locomotives—	
United Kingdom.....	5,463
United States.....	6,368
Rice—	
United Kingdom.....	8
Japan.....	18,398
Tobacco—	
United Kingdom.....	19,189
United States.....	106,867
Turpentine—	
United Kingdom.....	1,885
United States.....	12,583
Paraffin—	
United Kingdom.....	1,500
United States.....	10,339
Woodenware—	
United Kingdom.....	3,067
United States.....	8,313
Zinc, plain sheet—	
United Kingdom.....	2,984
Belgium.....	5,115

Many more, though less important articles, could be mentioned here, but the above is quite sufficient to show the importance of the United States exports, which if Canadian manufacturers are alive will become their inheritance.

I am prepared to give intending exporters all the information at my disposal and will be pleased to receive enquiries, which will have my prompt attention.

AUCKLAND, 19th June, 1903.

PRACTICAL VALUE OF COST ACCOUNTING

BY KENNETH FALCONER

IN all departments of industry, and in all branches of manufacture the dollar and cent value, as shown by actual results, is the touchstone to which must be put methods of production and of management, and on the evidence as to whether such methods pay or do not pay must ultimately depend their survival or abandonment.

That the science of specialized industrial accounting, generally known by the somewhat narrow term of "cost finding" or "cost keeping," should be judged from the same view point, put to the same test, and approved or condemned according to the value of its results, is only reasonable and fair.

The value of any change in methods of production is proved or disproved by the resulting relation of costs and of values. Broadly speaking, if the result is the production of more output in the same length of time, or of equally good output in less time, without unduly increased expenditure of material or of wages, a change in the method of manufacture tends towards reduced costs, and is thus an influence towards success. The effect, however, of some apparent economies will show as a distinct influence towards increased costs, while many seemingly injudicious expenditures would be more than justified if full knowledge of details were obtainable. Supplying such detailed knowledge is one of the most important functions of a proper system of shop accounting. In its relation to shop management problems other than those directly affecting the output, a cost system is of practical value in direct proportion as it demonstrates the effect of the line of action adopted on the cost, the nature, or the quantity of the output.

AN ESSENTIAL OF SUCCESS

In any manufacturing business operated under present conditions, the ability to closely estimate the cost of proposed work is one of the essentials of success. The time has gone by when a guess at the probable cost, with a liberal allowance for manufacturing expenses, could be safely used as a basis of a quotation. To do business today costs must be known, estimates calculated, and prices quoted to a fraction of a cent;—a thorough system of cost accounting is the only means by which this can be intelligently done.

It may fairly be claimed that methods of manufacture and of shop management have or have not a dollar and cent value in themselves, and that all that factory accounting can do is to make clear whether they possess such or not. While to some extent this

is true; while cost accounting can not in the slightest directly change or alter the value of any method of production, or of any detail of management, yet it may, and does, very largely affect the ultimate outcome by demonstrating the economy and the wisdom, or the wastefulness and error of such methods and details, and by showing the direct relation between cause and effect. The results of cost accounting in relation to methods of production, questions of management, estimates of costs and records of expenditures, are of real and tangible value even though such value can not be expressed in figures or represented by a stated amount.

ITS PRACTICAL VALUE

In other directions, however, the practical dollar and cent value of cost accounting may be very clearly seen. Particularly is this the case in its relation to the thousand and one expenditures, many of them trivial in themselves, but which in the aggregate usually equal the amount of wages paid for productive labor, and which are generally known as shop, or manufacturing expenses, or burden. The end of cost accounting is cost reduction; but it must be remembered that prevention of loss tends towards this end as truly as the effecting of economy. The value of a cost system is usually judged by its positive results in pointing out opportunities for lessening costs. Frequently its greater value lies unseen in its negative results of indicating how losses may be prevented.

Writing in the *Book-keeper* of November, 1901, Charles V. Jenkins says: "Where there is waste of either time, material or labor, there is loss; and though such loss be but a loss of possible saving or prospective profit, it is nevertheless a loss, the nature and extent of which can be ascertained and exhibited only by a thorough system of cost keeping." Whether the means by which economies are attempted or profits sought bear their respective results or not, can also be determined only by a proper system of cost keeping. Without positive knowledge of this the harm resulting from unwise decisions is greatly increased, and the value of proper methods greatly lessened. The dollar and cent value of cost accounting lies not only in detecting waste or loss, and indicating the cause thereof, but also very largely in showing to what extent the means adopted to correct such loss or waste are successful, not only in pointing out past profits or gains and the cause from which they may arise, but also in clearly indicating the measure of success attending efforts to secure or increase such profits or gains.

REDUCE ITEMS OF COST

Costs can only be reduced by lessening one or more of the elements of which they are formed, and any element of cost can only be reduced by a lessening of one or more of the items composing it. Indirect manufacturing expenses is admittedly the element of cost which affords most opportunity for cost reduction, and this can only be reduced by a lessening of one or more of the countless details of which it is composed. It follows therefore that cost reduction must result from any lessening of any detail of manufacturing or shop expenses. The possibility of cost reduction is consequently in direct proportion as the details of each and every expenditure are known and their amount capable of comparison with similar records of past operations, or of present results of related interest. Along these lines cost accounting is in itself a factor of economical production, and may well be as direct a force towards reduced costs as improved plant. The actual value of each, in their relation to cost of product, is in direct proportion as they are put to the best and fullest use. An improved machine may be installed in a manufacturing plant, and improperly operated or not used to its fullest capacity, the result be increased rather than lessened costs. Similarly a cost system may be installed, but if the detailed knowledge and opportunity for comparison and study which it affords are not acted upon, no reduction of costs can be looked for from it. Properly and intelligently operated, the worth of each may be judged by its fruits, and both may be fairly tested by the commercial standard of financial results as they affect the relations of costs and of values.

BARBADOS LETTER

IN my last report, which appeared in the April issue of "INDUSTRIAL CANADA," I gave returns of Customs duties for the quarter ending December 31, 1902, together with statistics of the imports and exports, and a comparative table for the years 1900 and 1901, as also a tabulated list of the principal articles imported from the United States, Great Britain and Canada. To-day I take pleasure in reporting on the imports and exports of this colony for the year 1902.

I desire to preface my remarks, however, and would point out that the effects of last year's quarantine on the trade of the colony have resulted in the falling off of revenue which is principally made up from customs duties; the total revenue from same being \$460,329.60, as against \$520,462.40 in 1901, a decrease of \$61,132.80. The value of the imports was \$4,188,859.20, as against \$4,904,-

004.00 in 1901: a decline of \$715,204.80. Great Britain supplied 43 per cent. of the imports, while the United States supplied 32 per cent. Despite the agitation to promote trade with the Dominion, Canada seems only to have supplied 9 per cent. of the imports.

Large as was the decrease in imports, the decline in value of the exports was even more serious; in 1901 they amounted to \$3,715,238.40, while in 1902 the results were \$2,38,1786.80, a decrease of \$1,576,449.60, divided as follows:

Sugar	\$1,405,401.60
Molasses	115 948.80
Other products	55,099.20

The quantity of staple products exported was:

Sugar	52,087 hogsheads
Molasses	42,760 puncheons

as against

Sugar	65,000 hogsheads
Molasses	46,043 puncheons in 1901.

But the falling off of 13,000 hogsheads in the crop is not accountable for the difference in value. Along with the shortage there was a tremendous fall in prices; the difference between the prices in the two years being \$15 per hogshead for sugar and \$13.44 per puncheon for molasses. The \$55,099.20 decline in the exports of other products is chiefly attributable to the interruption of trade caused by the quarantine.

But for the increase of 20 per cent. in duties which came into operation in October last, the falling off in revenue from customs duties, as compared with the receipt of the previous year, would have been greater. However, since the raising of the quarantine and the restoration of the health of the colony to its natural excellent condition, trade has, as was expected and hoped, improved generally, although the reaction has been keenly felt by many of the small merchants and shop dealers, who have been forced into the bankruptcy court as a result of the difficulties they encountered during the times of depression when money was scarce and tight.

PRESENT CONDITIONS

The present crop is practically over; shorter than ever; and in consequence the laboring class will be thrown out of work again for a time; everyone, however, seems hopeful, and the future may yet have brighter prospects in store for this colony.

It is my opinion that, in consequence of the present impoverished condition of the W. I., the best results are being attained in articles for the consumer, who, of necessity, has to make purchases in that direction. Hence, while there is a noticeable decline in the importations in lines of manufactured goods, the increase in the consumption of articles of food continues to take an upward tendency; I therefore call attention to this class of trade, and would be glad to see some interest shown in this direction on the

part of any enterprising firms in Canada who desire to create a market for their products. Unfortunately the conditions prevailing restrict prices and make it compulsory to have only the cheapest of everything. I should be very glad to hear from any firms interested in the manufacture of foodstuffs, or to be placed in correspondence with them. Canned and bottled preserves, vegetables and meats, etc., etc., are in demand. I should like to have samples, prices, and all necessary information in connection.

PARCEL POST

Recently I had occasion to forward certain samples to Canada, and the expenses on the packages were, I thought, unusually high. In looking into the question and making comparison of rates, I discovered that the parcel-post rates between Barbados and U. S. was 12c. per lb., while in Canada the rate was 20c. The reason of this increase over the United States rate, I am informed, is due to the subsidy that Canadian boats receive from the Government. As mail carriers, I understand the Canadian boats are required to run on contract time; lately, however, the schedule has been seldom followed out; but this, I take it, has been largely due to the inconvenience of severe winter months. As a matter of fact, the great bulk of Canadian mails come via New York, therefore as far as Barbados is concerned, the Canadian mail steamers seem to get little or no patronage. I grant it is very often more convenient to forward letters via New York on account of the frequent despatches from that port; but shippers should be informed of the absolute importance to have bills of lading and invoices accompanying the shipments, as the absence of same, occasions considerable inconvenience to the importers, and oftentimes lead to unnecessary expenses when the cargo has to be bonded, since goods cannot be passed out of the customs without the necessary documents. The authorities, while extremely courteous in their treatment, are severely exacting in such matters.

But for the courtesy on the part of the Colonial Secretary and Comptroller, both of whom I had to interview several times lately, relative to arrival of shipments without the required documents, certain goods would have been sent to the Government warehouse at shipper's expense and risk; some of the goods being of a perishable nature. You can readily understand if a fire had occurred and these goods had been burnt up in the warehouse, it would have been the shipper's loss and no one's else. Will you kindly, therefore, make this emphatic to our Canadian friends, and make them also understand that in the future the authorities will take no exception as they have in the past, and that additional rent will be levied on all packages sent to the bonding warehouses if shipments are not removed

from the S.S. agents' landing immediately? I trust also the Association will be able to induce the Canadian Government to establish a parcel-post between Canada and Barbados on the same basis as exists with Barbados and the U.S.

BANKING

The hope is still entertained that some Canadian institution will open a branch agency in Barbados on the same lines as in Jamaica and Trinidad. If any information is required as to the extent support will be given to any bank establishing a branch in Barbados, I shall be glad to go carefully into the question and report the opinions of the leading firms likely to be interested.

A FACTORY EXTENSION

The engineers of the Canada Paint Company are now engaged in drawing plans up for their extension on Hunter street, Montreal. The gratifying increase of business which has come to this company necessitates larger premises than those occupied at present. For some time it has been difficult for this enterprising Canadian company to take care of all the business which is offered, and now the directors feel warranted in doubling the color making capacity and enlarging in all departments. The Canada Paint Company employ their own engineers, carpenters and machinists, and the new works will be erected by their permanent staff, and will be the most complete yet devised upon this continent.

AN ACCOUNTANT

The head office of the Association has received a communication from an English accountant, who is desirous of settling in Canada. He has an excellent commercial training and varied practical experience in wholesale import provision trade, export pig-iron trade, steam saw milling and timber trades, shipping, etc. He is 38 years of age and has had experience all over the world, having lately returned from Borneo, where he was accountant for the North Borneo Trading Company. He possesses good testimonials and references. For further particulars address the office of the Association.

THE JAMAICA SERVICE

The visit of the Hon. S. Olivier, of Jamaica, to Canada in the interests of a direct steamship service between Kingston, Jamaica and the Canadian maritime ports, is viewed by Kingston papers as most satisfactory. The Daily Telegraph says that Mr. Olivier succeeded in interesting both the Dominion Government and the directors of the C.P.R. in the project and that it is to be hoped the seed he has sown will spring up and produce an abundant harvest.

THE DOMINION EXHIBITION

AUGUST 27 TO SEPTEMBER 12

THE principal feature of the Dominion Exhibition will undoubtedly be the industrial display, in the new Manufacturers' and Liberal Arts Building. Every section of space has been appropriated, and although covering as this structure does a flooring of two acres, it is possible another building of at least half the size could be filled in the same manner with little exertion. It speaks volumes for the manufacturing progress of this country that the marked improvement that is shown in the different branches should enable such an exhibition of the nation's handicraft as is promised and assured.

Every industry in the whole of the Dominion will be found represented in some form, the members of the Canadian Manufacturers' Association having most loyally acted up to the resolution passed at the annual meeting in Montreal. While possibly a larger representation of the industries of the Maritime Provinces might be desirable the other Provinces have come forward in such a spirit of loyalty that there is room for neither criticism nor straight out fault-finding. It was a happy idea to divide the exhibits into sections: so that it will be possible for anyone interested in a particular line of manufacturing to see all that is to be seen without wandering over the entire building.

While the gigantic structure, which is 425 ft. long by 265 ft. in width, affords an enormous area, there will not be an uninteresting inch in any part of the building. The piano industry takes up most of the entire three sides of the four. Sound-proof rooms have been erected, so that each exhibitor can give an exhibition of the tone and quality of his instrument without interfering in any way with his neighbor. This of itself is a great undertaking satisfactorily carried out. The Jubilee and Dufferin Presents will occupy a large section in the southwest of the building, much care being taken for their protection. Men from Stanley Barracks will be on guard both night and day, but the arrangements will be such that the public will have ample opportunity to view and judge of the merits of this wonderful collection. Thorough in all his doings, his Gracious Majesty the King has gone out of his way to add some articles of his own to the exhibit that, without the assurances of Lord Strathcona that they would be possessed of great and material interest, will be loyally welcomed and received by the population of Canada. If there is a regret connected with these presents it is that the King himself could not be present to witness the manifestations of loyalty and

appreciation on the part of our people. It is certain that if a Sovereign of the Empire should ever find himself or herself able to visit this country he or she would witness ebullitions of united patriotism such as possibly could not be equalled in any other section of his Britannic Majesty's Empire.

Turning again to the manufacturing exhibits, there will be found in the Groceries Section a full display of soaps, made by a number of firms, chocolates and cocoas, baking powder, cheese, pickles, liquors, starches, etc. Before going further into details, it should be stated that in all departments demonstrations will be given of the methods of manufacture and explanations offered by the different exhibitors; in fact both exhibitors and officials will do everything in their power to enable visitors to appreciate the fact that the Dominion Exhibition is an industrial exhibition par excellence.

An important section will be that devoted to cereal foods, which of recent years have gained a great ascendancy. These will have duly qualified lecturers in attendance, who will offer the public any explanation or information desired. Another feature of prime importance in this building will be the exhibits made by prominent jewelry firms of Toronto, who will have in operation entire processes of diamond cutting, die-sinking, stone-setting, etc., as well as a display of every branch of jewelry manufactured in this country. This department will undoubtedly be a leading centre of attraction, for in it will be found a larger and richer quantity of articles of value than has ever been got together in one place in the history of the Dominion, and we venture to say that the excellence as well as variety of design will call forth abundance of exclamation of admiring astonishment. It is possible that in no branch of manufacturing has greater progress been made in Canada than in that of jewelry, there being now no necessity to go abroad to secure specimens of the finest and most elegant workmanship.

Books and magazines have their well-occupied section, in which there will be found some very choice specimens of the art preservative, both ancient and modern. Rubber boots and shoes and rubber goods generally will take up considerable space, as will manufactures of furs, in connection with which there will be a demonstration of the processes of dyeing and preparing. Metal goods and paints, with a display of color mixing, will figure prominently and attractively. Those who saw the recent exhibit in the old main building will scarcely

need to be told that the showing in the furniture section will be of an exceptionally magnificent and creditable nature. Some beautiful specimens of workmanship destined for the fair at St. Louis and that obtained prizes at Glasgow will be found among the articles on view.

If there is one department more than another of this great all-Canadian manufacturing exhibit that will command attention and praise it is that devoted to the woollen goods exhibit. No fewer than forty mills will be represented. Cotton, too, will make a grand display, all the principal mills in the country having made entry. Carpets of Canadian manufacture of every description—tapestry, Persian, Brussels, etc., and of innumerable fanciful and artistic designs will surprise the spectator and convince him that in this line of manufacture Canada has made tremendous strides and is now not far behind the leading carpet and rug centres of Europe in the best recognized makes. Dry goods and millinery in attractiveness, bulk and variety will keep the ladies staring in wonderment and with eager longing. Particularly prolific will be the corset designs, but silks, fancy goods, shirt waists, lace and so on will make a comprehensive, rare and beautiful showing. To the pianos and organs reference has already been made, and it will be cause for wonderment if some of the famous foreign makers are not compelled to admit that Canada is pushing them very hard.

All the buildings other than the great new structure devoted to manufactures, such as the old Main Building, now given up to carriages, bicycles, automobiles, harness, etc., the new process building, with its whirl of machinery and methods of making, the implement building, which will be found replete with farm machinery of the latest improved pattern; Machinery Hall, where there will be practical demonstrations in many different lines and a grand electrical display, and the new Heating Apparatus Building, will be crowded to such an extent that more could not be accommodated. Altogether, it is apparent that the exhibition in Toronto in this the twenty-fifth year of its existence is going to be thoroughly national in character as well as in name. The Executive laid their plans well and are carrying them out to perfection. While they have earned recognition and praise, the members of the Canadian Manufacturers' Association merit the gratitude of the people for making so grand an exposition of industry possible by staunchly and loyally adhering to the Montreal resolution.

"MADE IN CANADA"

The Hamilton Ladies are receiving encouragement with their patriotic Exhibition.

A short time ago the readers of INDUSTRIAL CANADA were made familiar with the plans of the Hamilton Chapter of the Daughters of the Empire to hold a patriotic Exhibition in their city in September. The idea is that the Exhibition shall consist of nothing but goods "Made in Canada" for women's wear or for use in the home. The project was endorsed by the Executive Council of the Association and members of the same have since been acting in the position of an advisory board for the ladies having the Exhibition in charge.

The Hamilton Drill Hall has been procured for the Exhibition, which shall last from the 14th to the 19th of September. An attractive plan has been published showing the position of the several booths and places of entertainment. There are only about 40 booths, more than three-quarters of which have already been reserved by exhibitors, so the success of the Exhibition is practically assured. The range of goods to be exhibited is most satisfactory. The expense connected with the exhibit is comparatively small; the charge for a booth is but \$25 and for this fee the Committee provide decorations and light, and the decorations are to be carried out on a very elaborate scale.

"INDUSTRIAL CANADA" does not hesitate to advise any members who have not reserved space in this Exhibition to make enquiries about the same at once. Everything connected with it has been run on most businesslike principles by the ladies of Hamilton. Mrs. P. D. Crerar, "The Lodge," Hamilton, is one of the leading spirits and any communications addressed to her with regard to space shall be promptly attended to.

SEEKING EMPLOYMENT

Through the offices of the Association a great number of emigrants from Great Britain have been helped to secure suitable situations without the least difficulty. This is quite readily done when the person enquiring is a mechanic or has a trade, for such there is practically an unlimited demand. Difficulty sometimes arises, however, when the enquirer does not know just what he wants himself. Below we give contents of a few letters we have received, and shall be glad to furnish the addresses of the writers to anyone making enquiries:

Fraserburgh, Scotland.

A young man, 30 years old, at the present time having charge of an office having a large trade in the manufacture of canned goods, and who also is familiar with the supervision of the factory, desires information with regard to prospects in Canada. He further states he will be glad to turn his hand to anything that showed good prospects.

Queenstown, Ireland.

A correspondent, with 7 years' experience in the stationery and paper trade, desires to come to Canada provided employment is offered him.

Manchester, England.

An upholsterer accustomed to the trade throughout, such as bedding, draperies, etc., desires employment in Canada.

New York, U.S.A.

A correspondent in New York, lately from Kingston, Jamaica, desires to procure a position in Canada. He has been connected for some time with a large firm of hardware merchants, and has a fair knowledge of builders', cabinet and factory supplies. He states that he is also familiar with the export trade to the West Indies, and can be of assistance to anyone seeking those markets.

FOREIGN TRADE NEWS

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Amritsar, Punjab, India—A firm of shawl manufacturers, general merchants, and export and import agents, desire to communicate with Canadian manufacturers of almost any line of goods that would be suitable for India. They ask for catalogues with lowest prices. The firm also have offices in four other Indian cities, and send as references two of the leading banks. Some of the articles mentioned are hardware, dry goods, woollen fancy goods, hosiery, paper, cigars, boots and shoes, wall paper, silverware, etc.

A firm with offices in **Constantinople, Cairo and Alexandria** is open to represent manufacturers of goods suitable for their market.

An **English** correspondent connected with the chief markets in the United Kingdom desires to represent Canadian shippers. He is familiar with the handling of such goods as preserved fruits, foods, condensed milk, boots and shoes, etc., and sends several references.

Apples—A firm in **Rennes, France**, reports a considerable demand for apples suitable for the production of cider, and asks to be placed in correspondence with Canadian shippers.

Casings, Electric—We have received tracings for electric casings from a **London** firm who desire to procure the same in Canada. These shall be forwarded to members enquiring for the same.

Cheese—A **Zurich, Switzerland**, firm asks to be placed in touch with Canadian cheese exporters.

Cider—An **English** firm of cider manufacturers and bottlers are desirous of hearing from Canadian exporters who will be in a position to ship large quantities of next season's production.

Excelsior—An **English** firm are open to purchase large quantities of Excelsior, ranging in price from 75s. to 130s. c.i.f. Liverpool.

Flour—A **London** export merchant has requested to be referred to large flour millers in Canada who are interested in the **South African** market.

Flour, Provisions and Cod Fish—A firm in **Manaos, Amazonas, South America**, are desirous of communicating with exporters of the above. The valley of the Amazon is their field of operation, and they state that there is a great opening there for Canadian products.

Fruit, Evaporated—A firm of wholesale grocers in **Riga, Russia**, who have been established for over 40 years, and have good connections with the interior of the country, desire to procure the above in Canada. They send as reference large banks. They desire to purchase or to handle the goods on commission.

Hair, Horse—A **North of England** correspondent has asked to be placed in communication with Canadian exporters of manufactured horse hair.

Handles, Broom—A **Liverpool** house, wishing to obtain supplies of basswood broom handles 50x1 1/4", invites quotations from Canadian manufacturers.

Handles—An **English** firm desires to procure from Canadian manufacturers hickory pick and sledge handles and shovel handles.

Iron, Scrap—An **Amsterdam** correspondent writes asking for the names of Canadian buyers of scrap iron.

Machinery, Brickmaking—Enquiry has been made for the addresses of Canadian makers of brickmaking machinery.

Manganese—A correspondent in **England** wishing to acquire a first-class Manganese deposit, would like to hear from Canadian owners of properties.

Mica—A **Manchester** house desires to be placed in touch with Canadian producers of mica.

Paper—A **London** paper agent with established connection among buyers of all classes of paper, is desirous of acting as **London** representative of Canadian paper mills of good standing.

Salmon, Canned—A firm of wholesale grocers, in **Riga, Russia**, who have been established for over 40 years, and have good connections with the interior of the country, desire to procure the above in Canada. They send as reference large banks. They desire to purchase or to handle the goods on commission.

Stout—A merchant in Trinidad, Port of Spain, desires to communicate with a Canadian shipper of stout; the stout to be shipped in hogsheads and to be bottled in Trinidad.

Seeds, Peas, Etc.—A Bristol firm desires addresses of Canadian shippers of seeds, peas, etc.

Shooks, Fish Barrel—A correspondent Newton Abbot, England, wishes to hear from Canadian firms who can supply fish barrel shooks.

Shooks, Box—A North of England house, possessing large connection in box shooks, asks to be placed in touch with Canadian manufacturers of same who can fill orders.

Enquiry is made for the addresses of Canadian shippers of box shooks by a London firm in a position to place large orders.

A Liverpool firm invites quotations from Canadian shippers of box shooks for direct shipment to South Africa in lots of from 10 to 20,000 boxes each shipment.

Tables, Dining—A manufacturing firm in London, England, wishes to hear from Canadian manufacturers of extension dining tables.



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

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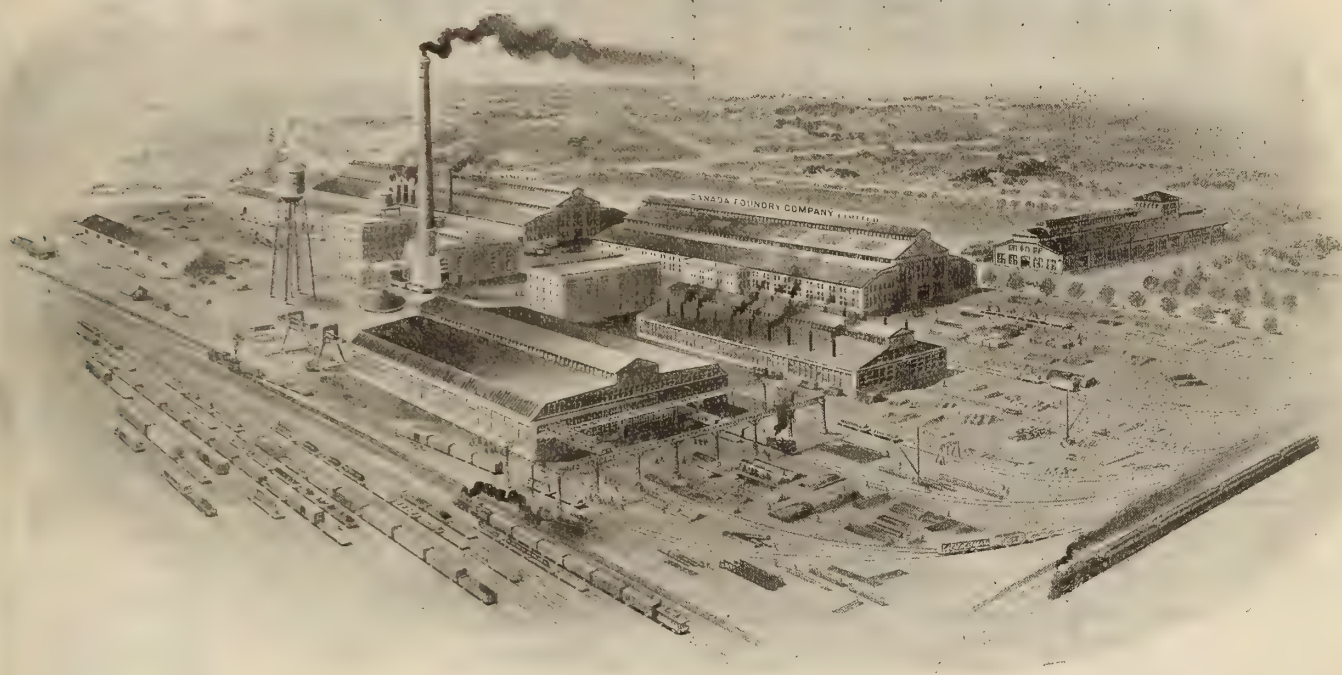
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BIRD'S EYE VIEW OF WORKS, TORONTO

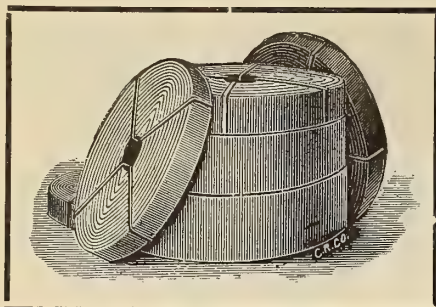
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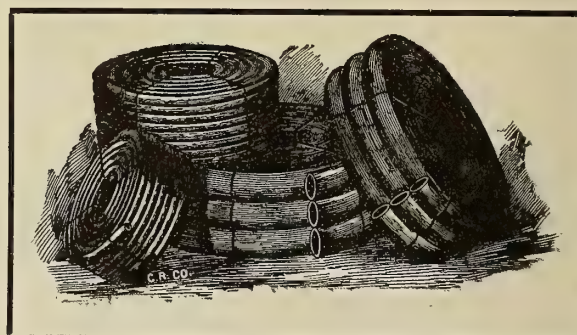
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Carriage GoodsDruggists' SundriesCement, etc., etc.

THE CANADIAN RUBBER CO.

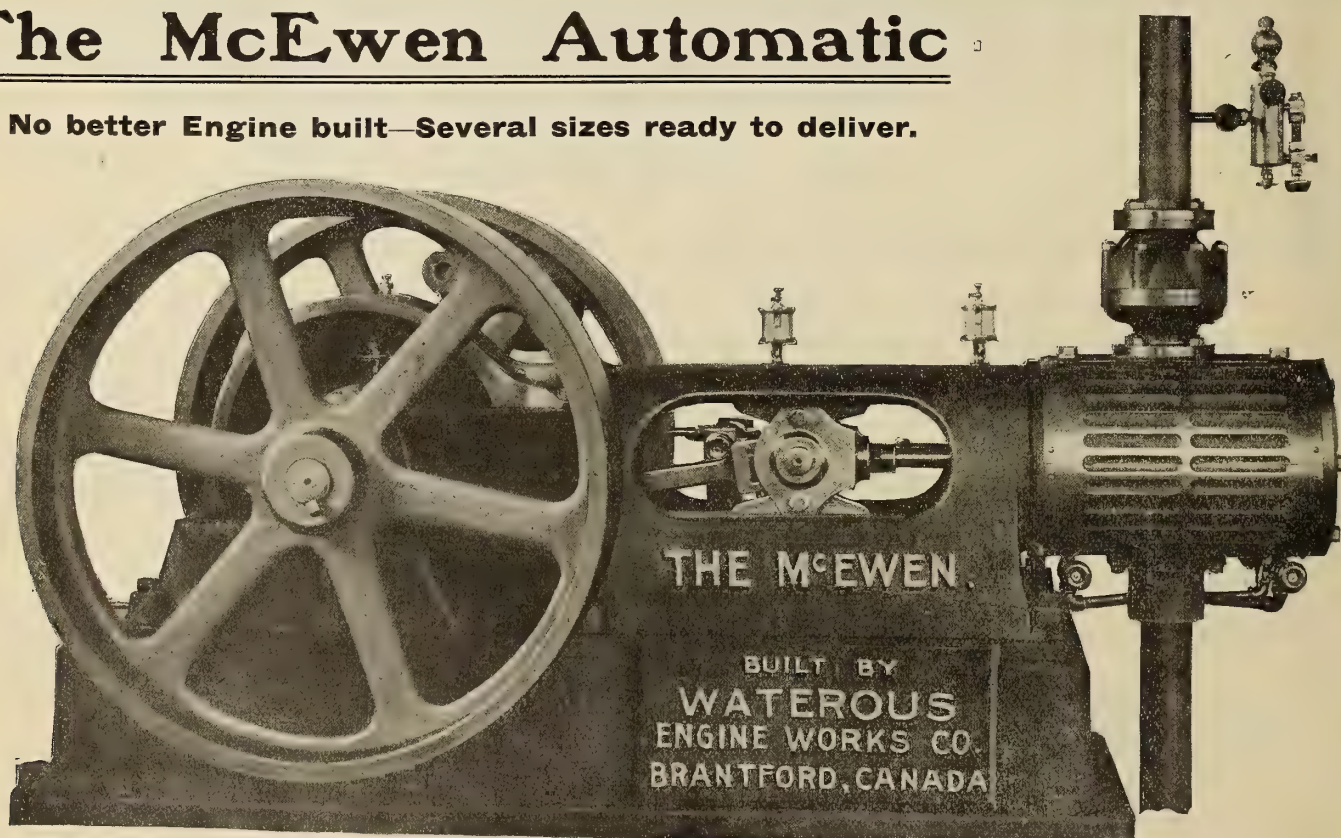
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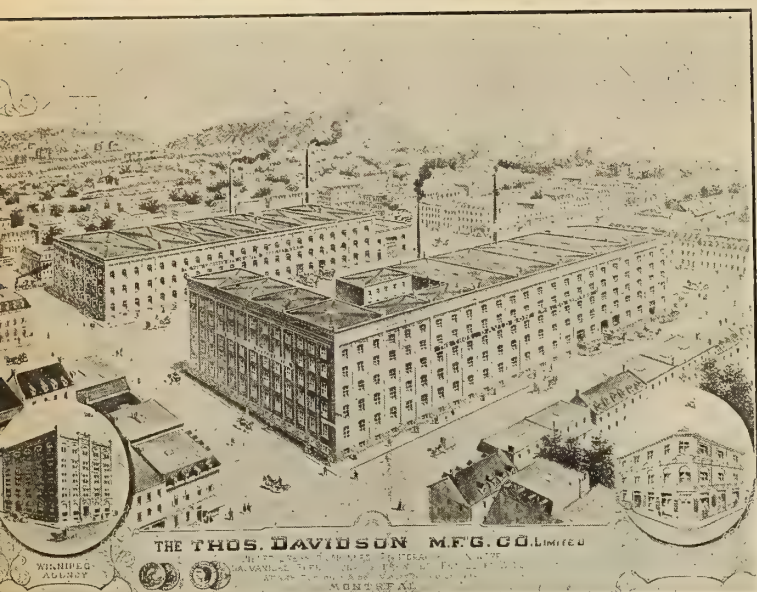
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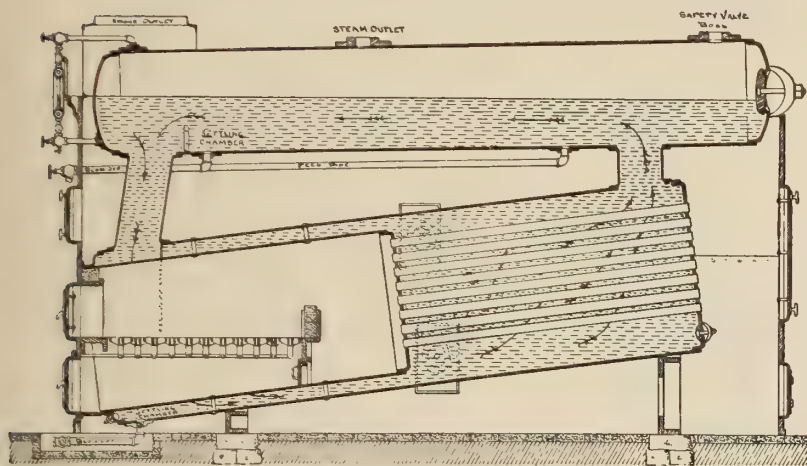
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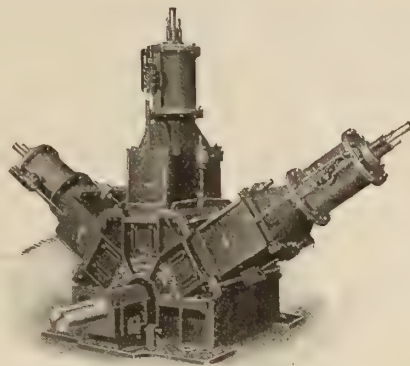
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Canadian Manufacturers' Association  
ANNUAL MEETING, TORONTO, SEPTEMBER 17

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## CONTENTS:

### Editorial

The Industrial Exhibition  
Who Pays the Tax?  
How Free Trade Ruined British  
Farmers.  
Farmers of the Maritime Provinces  
Cheaper Transportation  
The Iron and Steel Bounties  
Northwestern Ontario

### Executive Council

Montreal Branch Annual Meeting  
Chambers of Commerce Congress  
The Steel Bounties  
Programme for Annual Meeting.  
Industrial Activities  
Foreign Trade Enquiries

MADE IN CANADA

Issued by  
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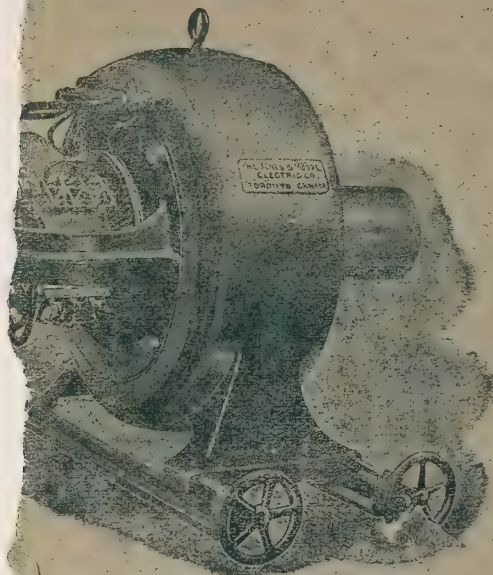
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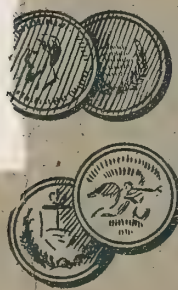
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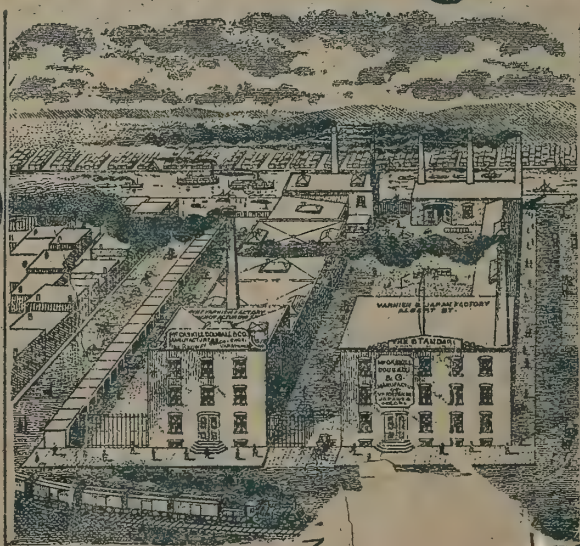


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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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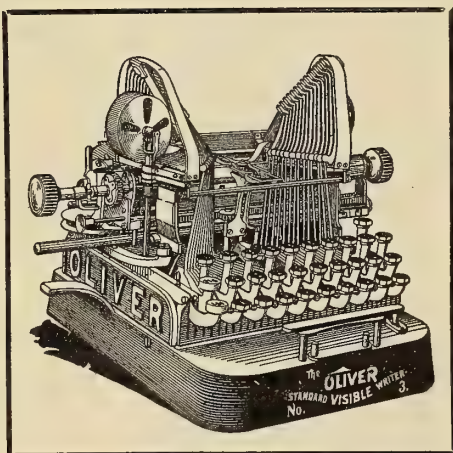
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Vol. IV.

TORONTO, SEPTEMBER, 1903.

No. 2

## Industrial Canada.

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THE manufacturers of Canada owe a debt of gratitude to the men who have made the Toronto Exhibition what it is, for nothing else has done more to dispel the old notion that Canada was intended by Nature to have only one industry, that of farming. In this great annual exhibition the farming industry is always well represented, as it ought to be, but it is brought into touch with many other Canadian industries in such a way that all who visit the show are deeply impressed with the fact that a harmony of interests exists between the farmers and the manufacturers. It teaches the farmers that Canadian manufacturers are their friends, instead of their enemies, as many people have been educated to believe. No Canadian can look at this gathering together of the products of Canadian farms, mines, forests and factories without feeling proud of his country. The signs "Made in Canada" now so conspicuous everywhere among the exhibits of manufactures appeal wonderfully to Canadian national sentiment, and will undoubtedly

edly encourage all classes of Canadians to enquire for Canadian goods in making purchases.

Great as is the success of the Toronto Industrial Exhibition it would be far greater if every Canadian manufacturer could realize what an important influence it has upon the minds of Canadians. The many thousands of people who annually come to Toronto from all parts of the Province of Ontario, and even from other sections of Canada, go home to talk about the show to their relatives and friends who have not seen it, so that its influence is very widespread, and those manufacturers who make fine exhibits are amply rewarded for their pains.

### WHO PAYS THE TAX?

TAXES must be imposed in some way, for revenue must be obtained to carry on the Government of the country, to build railways, canals and other public works. If the money for such purposes is not raised by means of a customs tariff, it must be taken directly out of the pockets of the people by tax collectors. The aim of protectionist statesmen is to so adjust the tariff that while yielding sufficient revenue, it will encourage the establishment of home industries, furnishing varied occupations for the people and creating a home market for farm products.

If an article is not produced in the country whatever duty is imposed is usually added to the price. If the tariff is not high enough to cause the establishment of home industries, the whole of the duties will continue to be added to the price; if the tariff is just high enough to cause the establishment of an industry on a small scale, but not high enough to encourage manufacturing on a large scale, the greater part of the duty is commonly added to the price; but when the tariff is high enough to ensure manufacture on a large scale within the country, home competition will sooner or later make the

price as low or very nearly as low as it would be if there were no duty at all.

About thirty years ago David H. Mason, an American protectionist, referring to the effect of protection on prices, said:

"If a man makes 100 tin pans a week, which he must sell at an average profit of twenty-five cents in order to carry on his business and live, he would be far better off if he could make and sell 10,000 pans a week at a profit of one cent each; for he would gain in the former case only \$25, in the latter \$100. Not only would he benefit his customers, he would also give increased employment and wages to labor. Every additional mechanic he would employ would require additional food, clothing, etc., to be supplied by somebody else. By such interaction and reaction all persons willing to labor may ultimately find steady employment and good pay. Then each produces something to be exchanged for something else. The greater the number of commodities produced, the greater, other things being equal, will be the number of exchanges. Commerce tends, therefore, to grow with the increase of production; and production tends to increase under a high protective tariff."

In the year 1887, Mr. A. Williamson challenged the Cobden Club to issue a short circular to the leading British exporters asking them whether in exporting goods to the United States the taxation was paid by the British manufacturer or the consumer in the United States. The Cobden Club did not accept the challenge, but Mr. Williamson sent a circular to a large number of representative exporters of the chief manufacturing centres, embracing cotton, woollen, carpet, iron and steel, brass, gold, silver, electro-plate, hardware, guns, cycles, engineering, glass, indiarubber, leather beer and other industries. Out of 531 replies, 530 admitted that to a greater or less extent the United States tariff taxation fell upon them instead of upon the consumer in the United States because they had to reduce their prices to meet the prices of the protected American manufacturers.

The manager of the Barrow Steel Com-



pany stated in evidence, before the British Royal Commission on Trade Depression, that in one year, 1884, his Company had paid £160,000, or about three-quarters of a million dollars in duties to the United States Government.

This is not a new condition of things. The same law of prices prevailed when the United States was a young and struggling nation. For example, two months after the adoption of the protective tariff of 1842, a large hardware importing house in New York representing British manufacturers sent out a circular and price list giving in parallel columns the prices they charged for goods laid down in New York duty paid, before and after the protective tariff was increased. Twenty staple articles which cost £143 16s under the old revenue tariff were offered at £131 10s. under the new protective tariff, so that the cost in the United States after paying the duties was considerably less than before the tariff was increased. Anyone who has studied the price lists in the United States under the different tariffs adopted since the year 1824 and compared them with the British prices for the same years will admit that in the great majority of cases the protective duty is not added to the price of an article. A few instances will suffice to show the fallacy of the free trade theory of prices. Before 1842 there was a low duty on starch, but it was not sufficiently high to cause production in the United States except on a small scale. A large factory had been started in New York but was obliged to shut down for want of sufficient protection. As soon as the higher tariff was imposed this factory was re-opened and at once placed starch on the market half a cent per pound cheaper than it could be bought before the tariff was raised. Other factories were soon established and prices were kept down while employment was given to a considerable number of American workmen.

The tariff of 1842 made the minimum duties on cotton fabrics six cents per square yard on plain and nine cents per square yard on printed or colored cottons. These duties were equal to about one hundred per cent on the importers' valuation of their goods. A few months after the adoption of that tariff, Mr. Horace Greeley, editor of the New York Tribune, made an enquiry as to the prices of cotton fabrics in Lowell, Mass., the principal cotton manufacturing centre of the United States at that time, and published in his paper the prices for the three months before the new tariff was imposed and for three months afterwards. The prices were as follows:

AVERAGE PRICES OF LOWELL COTTON FABRICS PER YARD.

|                      | In May, June<br>and July, 1842. | In Sept., Oct.<br>and Nov. 1842. |
|----------------------|---------------------------------|----------------------------------|
| Drillings.....       | 7½ cts.                         | 7 cents.                         |
| Shirtings, common..  | 5½ cts.                         | 5 " "                            |
| Shirtings, heavy ..  | 6¼ cts.                         | 5¾ " "                           |
| Sheetings, common    | 6½ cts.                         | 6 " "                            |
| Sheetings, wide ..   | 8½ cts.                         | 7¾ " "                           |
| Flannels (cotton) .. | 10 cts.                         | 8½ " "                           |

Thus although according to free trade theory the prices should have been doubled as a result of the high duty, they were actually reduced. Later on still further reductions were made as a result of protection.

A good example of a new industry being established by high duties without increasing the price may be found in the growth of the manufacture of tin plates in the United States. This was one of the latest industries to be established in the United States because the protection was not high enough before 1890. In 1889 there was a duty of 1 cent per lb. on tin plates. As no tin plates were made in the United States the duty was added to the price and paid by the consumer. Mr. McKinley said the duty should be increased in order to encourage the manufacture of tin plates. His low tariff opponents declared that tin plates could not be profitably made in the United States and that any increase in the duty would be a burdensome tax on the consumers. In the year 1900 the McKinley law raised the duty to 2.2 cts. per lb. The year the duty was raised the imports amounted to 329,435 tons and were valued at \$23,670,158. The Welsh manufacturers who had been supplying the Americans with tin plates soon established works in the United States and the importations fell off as the home production increased until the home production was greater than the total imports were at the time the tariff was raised as shown by the following figures:

| Year.     | Imports<br>gross tons. | Home Production<br>gross tons. |
|-----------|------------------------|--------------------------------|
| 1890..... | 329,435                | none                           |
| 1891..... | 327,882                | 999                            |
| 1892..... | 268,472                | 18,803                         |
| 1893..... | 253,155                | 55,182                         |
| 1894..... | 215,068                | 74,260                         |
| 1895..... | 219,545                | 113,666                        |
| 1896..... | 119,171                | 160,362                        |
| 1897..... | 83,851                 | 256,598                        |
| 1898..... | 66,775                 | 326,915                        |
| 1899..... | 58,915                 | 397,767                        |

According to free trade theory the extra duty should have been added to the price. As a matter of fact the price remained stationary for about two years and then declined as home industry developed. In 1894 the duty was lowered to 1 1-5 cents per lb. by the Wilson-Gorman law, but the industry had obtained such a good start under high protection that it continued to develop. In 1897 the duty was raised again by the Dingley law to 1½ cents per lb.

Thus by what was regarded at the time as an exorbitant increase in duty a great industry was started in the United States, giving employment to thousands of men who consume farm products and keeping in the country many millions of dollars that formerly went abroad, while the price decreased instead of increasing.

A large volume could be filled with similar illustrations of the fact that a protective duty is not usually added to the price.

One of the fundamental principles of protectionists is that things which cannot be produced within a country should be admitted free of duty as far as the necessities of revenue will permit. Free traders, on the other hand, always select this class of articles as the most suitable for customs duties. Thus during the fiscal year 1902 the free trade British Government collected on tea, coffee and cocoa alone, duties amounting to £6,165,770, that is over thirty million dollars. Quite a large revenue was also obtained by the British Government from duties on dried fruits, such as figs, prunes, raisins and currants. When there is a duty on articles that cannot be produced in the country it is not for the purpose of protection but as a means of raising revenue. The nearer we approach to the British system of free trade the more of such revenue taxes we will have.

Any woman who wants, tea, coffee, cocoa, chocolate, raisins, currants, figs, oranges, lemons, bananas, prunes, dates and other fruits which cannot be grown in Canada to come in free of duty, should urge her husband to vote for protection. These would be just the kind of articles our rulers would select for high taxes if we had free trade or a tariff-for-revenue only. Protectionists aim to get rid of all such taxes on things which cannot be grown in the country.

#### HOW FREE TRADE RUINED BRITISH FARMERS

IT is not at all surprising that so many British farmers are protectionists. The effect free trade has had upon farming interests in England is well described by Sir Guilford L. Molesworth, who says: "For many years England did not feel the blighting effects of free trade. She had a good start in the race, and it would naturally take years for other nations to overtake her; but the capital which she recklessly expended in purchasing abroad commodities that might have been produced at home gradually armed other nations with funds for successful competition with her. It was not until after twenty or twenty-five years that the effects of her policy began to be felt. The situation had to some extent been saved by the partial restriction of unlimited free imports in consequence of the Crimean and American civil wars. Our agriculture, being more heavily burdened by taxation than any other industry, was the first to suffer; and in 1879 a Commission was appointed to enquire into its depression. The evidence before that Commission disclosed a ruinous state of affairs. Sir James Caird estimated the loss of farmers' capital in six years at £38,000,000 sterling. Sir Robert Giffen admitted that there had been an enormous depression, involving losses equivalent to what is usually considered the whole of the farmers' profit.



The evidence showed that the inroads made on agricultural capital rendered it impossible to continue good farming, and in many cases the land had sunk in condition and become foul, had run to weed and gone out of cultivation. In 1893 the condition of our agriculture had gone from bad to worse, and a Royal Commission was again appointed to enquire into its depression. The report of this Commission showed that the ruin was complete, especially with regard to arable land. Mr. Pringle, the Assistant Commissioner, prepared a ghastly map of a portion of Essex, formerly a prosperous wheat-growing district. The map is strewn over with a profusion of black patches, indicating the farms that have passed from good wheat cultivation to coarse, weedy pasture. The whole report teems with evidence showing that, in many cases, rent has been entirely paid out of capital, that the capital of farmers has been gradually exhausted, that stock, horses and cattle have diminished, that the land has seriously deteriorated, and that which has been left alone has gradually "tumbled down" to weeds, that property has constantly been changing hands; farmers are in debt, freeholds heavily mortgaged, and mortgagees losing their money. One property purchased during prosperous times for £8,000 has been sold for £420. Land mortgaged for £9,000 has been foreclosed, with the result that the land can neither be let nor sold, and the mortgagee is out of pocket, having to pay tithes, rates, taxes, as well as the wages of a caretaker. In short, the evidence disclosed a state of absolute ruin on all sides. More than 3,000,000 acres have gone out of cultivation between the years 1868 and 1893, namely, 1,757,000 acres of wheat, 804,000 of grain, and 612,000 acres of green crop. Meanwhile it is a significant fact that while the production of wheat and grain has fallen off in England in so serious a manner, it has increased largely in Protectionist countries. Between 1831-40 and 1887 the production of grain has increased in France 41 per cent., in Germany 143 per cent., in Holland 150 per cent., in Belgium 127 per cent., and in Italy 104 per cent. In like manner the production of wheat has increased in France 44 per cent., in Germany 100 per cent., in Holland and Belgium 100 per cent., in Italy 135 per cent.,

#### FARMERS OF THE MARITIME PROVINCES

THE farmers of the Maritime Provinces have even more reason to favor a policy of protection than those of Central Canada and the Canadian Northwest. Although they lie so much nearer to Europe they have no great steamship lines such as run out of Montreal in summer carrying the products of Ontario, Quebec and the Northwest to British ports. They have an Atlantic steamship service from St. John and Halifax for a

few months in the winter, but for the greater part of the year they are almost without facilities for the cheap transportation of farm products to Britain. But even if they had a good trans-Atlantic service all the year round they could not look to England for a market to the same extent that the western provinces do, for they do not produce enough breadstuffs to feed their own people. It has been shown that there is not much room for expansion in cheese exports. A market might be found in the United Kingdom for large quantities of butter if the butter of Denmark, Sweden, Russia and the United States were shut out, and perhaps even in competition with those countries if there were a good steamship service, but unquestionably a good home market would be worth more to the farmers of the Maritime provinces than any outside market. The coal miners and the workmen employed in the iron and steel works already consume considerable quantities of farm products. The multiplication of such industries will give the farmers a profitable home market at all seasons of the year for everything they produce. Canada sends to the United States annually about \$25,000,000 for iron and steel and manufactures thereof. If our tariff were as high as the United States tariff a considerable portion of these iron and steel manufactures would be produced in the Maritime Provinces. Many other manufacturing industries would be started in the provinces by the sea if our tariff were higher. No other part of the Dominion possesses greater natural advantages for the prosecution of the woollen industry. Ontario woollen manufacturers say that the best wool produced in Canada is that which comes from Nova Scotia and Prince Edward Island. There are already a number of woollen factories in the Maritime Provinces but they require more protection. An expansion of the woollen industry would not only give employment to a large number of men who would consume farm products, but it would create a local market for wool.

It should be noted that every new manufacturing industry established increases the demand for coal, necessitating the employment of additional miners who must buy their food from the farmers. The manufacturing industries of Quebec province also get their coal from Nova Scotia and there is reason to believe that as a result of the enlargement of the canals Nova Scotia coal will soon be used to a considerable extent by the manufacturers of Ontario.

#### CHEAPER TRANSPORTATION

AN investigation made by the Agricultural Department of the United States Government some years ago showed that in those States where there were few factories, the railways charged the farmers higher rates for transportation than the farmers in the

manufacturing States had to pay. As factories increased in any State the railway rate went down. The reason for this was found to be that when the railways had little to carry except farm products and the merchandise consumed by farmers, nearly the whole of the cost of operation and maintenance, the interest on the bonds and dividends on stock, had to be paid out of the earnings on farm traffic; but when, owing to the establishment of factories and the consequent growth of cities and towns, the railways had many other sources of revenue, they were able to reduce the charges for carrying farm products and yet make more money than they did before. One of the greatest sources of revenue to the railways was the transportation of raw materials to the factories.

Many of the railways in the United States now contribute large amounts in taxes to the state treasuries. When it was proposed to tax the railways in Canada in the same way, they complained that they could not afford it as the traffic was so much less in Canada than in the United States. By developing manufacturing industries we can so increase the traffic and the profits of the railways that they will be able to pay their proper share of taxes, thus partially relieving the farmers from the burden of taxation.

#### THE IRON AND STEEL BOUNTIES

ON another page will be found an interesting article from the Montreal Star giving an interview with a leading iron firm regarding the iron and steel bounties which shows that at the ports of Hamilton, Deseronto, Sault Ste. Marie, Midland, Sydney, North Sydney, Pictou and New Glasgow, all of which places are directly dependent upon the new iron and steel works, there has been an increase in the customs revenue amounting to \$1,711,815.14 during the period from 1896 to 1901, and during the same period the bounties paid on iron and steel amounted to \$1,247,341.39. That is the increased customs duties from these ports have been sufficient to pay the bounties and leave nearly half a million for the Government to spend on other purposes.

At Sault Ste. Marie probably a portion of the increase in revenue should be attributed to other industries than the iron and steel works, but on the other hand there is no doubt that at Montreal, Toronto, Halifax and other ports the customs revenue has been considerably increased by the starting of these works as large quantities of supplies for the iron and steel works have been purchased in the chief cities of Ontario, Quebec and the Maritime Provinces.

Undoubtedly the iron and steel bounties have served a good purpose in getting these great industries started, but it must be noted



that up to the present time some of the works being under construction, have not run at full capacity, and the difficulty of marketing the output has not been a serious problem, but if all the works now nearing completion are to run at full capacity they must have a much larger share of the home trade than they have at present. If owing to excessive importations of iron and steel and manufactures thereof our great iron and steel works are obliged to shut down wholly or partially there will be a large falling off in customs revenue as well as extreme distress in the towns and cities in which these industries are located.

#### NORTHWESTERN ONTARIO

THERE was for some years a dispute as to where the boundary between Manitoba and Ontario lay, a part of what is now known as New Ontario being claimed by Manitoba. Fortunately for Manitoba the two provinces are in the same Dominion and trade is unrestricted between them, so that it makes no difference commercially to which province this territory belongs. Commercially and socially it will always have as close relations with Manitoba as with Southern Ontario, and this is true not only of the land formerly claimed by Manitoba, but of all Northwestern Ontario. The country extending from Sudbury to Rat Portage is especially fitted by nature to become a great mining and manufacturing district, for it has numerous water powers and abundance of raw materials. It has not very extensive areas of agricultural land, and when it has a large population engaged in mining and manufacturing operations the neighboring farms will not be able to supply the demand for farm products. The farmers of the district will be able to sell all they produce at good prices but there will be a deficiency which will have to be supplied by the farmers of Manitoba. Is it not evident that it will be better for the farmers of Manitoba to have workingmen employed in Rat Portage, Port Arthur or Sault Ste. Marie making goods for them and eating the food they produce than to have them employed in the distant cities of the United States, Germany and other foreign countries?

#### PRACTICAL LESSON IN PROTECTION

The *Stratford Herald* says: "At Sturgeon Falls, in the Province of Ontario, a large pulp and paper mill is in course of erection. The pulp will be manufactured into paper right on the spot and 500 hands will be employed. It is anticipated that the population of the town will be increased by 2,000 within a short period. If the pulp were shipped to the United States and finished there, the gain for Sturgeon Falls would be small compared with what it will be under existing circumstances. Two thousand new settlers means a new market for the farmer

worth in the vicinity of \$160,000 per annum. Here is a practical illustration of what manufactures mean for the agriculturist. What is being done at Sturgeon Falls can be duplicated at many points, provided that adequate encouragement is given to investors. If, instead of sending our pulp abroad and providing employment for foreigners, we were to look after the interests of our own workmen, we would open up large fields of employment for our labor, and at the same time place large sums of money right at the doors of the farmer. Canada can stand many happy experiences like that which has fallen to the lot of Sturgeon Falls. And the way to obtain such highly desirable results is by adopting a system of adequate protection and adequate encouragement for factories."

#### THE FARMERS' HOME MARKET

Both the Liberal and Conservative papers in Galt are in favor of protection. The Liberal paper, the Galt "Reformer," says: "It is estimated that the entire products of the farms of Canada are worth about \$500,000,000. Last year we exported of animals and agricultural products \$100,000,000, so that we consume each year in Canada \$400,000,000 worth of the products of the farms. That is to say, 80 per cent. of the entire product of all our farm lands is sold in the home market."

The Conservative paper, the Galt "Reporter," says: "The home market is the farmer's best market. Here he gets the highest prices for the products he sells. The nearer he lives to a thriving manufacturing town the better the price. The export trade is good enough so far as it goes, but the domestic is the rock upon which the farmer's livelihood is built. Yet right in Galt and vicinity there are men who are everlastingly turning to the foreign market for consolation in their political harangues: men who will not deny that the garden and dairy products sold to the mechanics, manufacturers and business men of Galt have been a great source of profit to themselves. And without protection our industrial centres would be few and far between and the home market a stagnant pool. It takes millions in subsidies to provide outlets for grain, fruit, dairy products and cattle destined for European ports, and then the middlemen reap much of the profits of the trade, and still the cry is for faster boats, modern refrigerator equipment and all the paraphernalia of an organized transportation system such as the immensely wealthy shippers of the United States have at their command. To sell to the home consumer is an easy matter, yet men who prate about the injustice of a tariff from the point of view of the farmer overlook the advantages of a cash buyer under their noses while giving prominence to the consumer four thousand miles

away—a consumer, moreover, who is finical as to the way things are salted, packed and handled, and who believes it is the divine right of the Old Countryman to dine only on the best that America produces. Taking into consideration the \$16,000,000 of food-stuffs imported annually from the United States, the farmers of this country are not so very much ahead of the home market after all. The cultivation of it and the support of a policy that will enlarge it, should be the aim of every farmer who is truly national in his patriotism."

#### A MERITORIOUS WORK

*The Canadian Annual Review of Public Affairs, 1902.* By J. Castell Hopkins, F.S.S. Illustrated. Toronto: The Annual Review Publishing Co.

In compiling a volume of the nature of "The Canadian Annual Review," Mr. Hopkins is doing a work of no little value to Canadians. Indefatigable and persistent in his efforts to keep a complete and systematic record of Canadian public affairs, he has crowded into the five hundred pages of the review an immense amount of valuable information on current events. The twenty sections into which the book is sub-divided, embrace subjects ranging from "Government and Politics" to literature and Journalism." No subject in which Canadian public opinion has been interested, is omitted. There is a chapter on Canada's share in the South African War, a chapter on Immigration, one on Labor Questions and an interesting section devoted to Manufacturing Industries. Besides these, educational, financial and religious affairs are touched on at length. The book is not only valuable as a convenient source of information but affords interesting reading as well.

#### PREFERENTIAL TARIFF

A correspondent in Georgetown, Demerara, sends us statistics with regard to the exportations of sugar from Demerara to Canada for the first six months of this year, as compared with the first six months of 1902. In 1902, the shipments were 666 tons; this year they were 10,223 tons. This certainly shows that our preferential tariff is working out to the advantage of the Empire.

The Wire & Cable Company, Limited, Montreal, are to enlarge their works by an extension covering at least as much ground as that occupied by their existing buildings. This is to meet a demand that has already outgrown the capacity of the company's present plant. The new wire works are to be ready for operation in October, and the new cable works at the beginning of next year.



# EXECUTIVE COUNCIL MEETING

*The Last Meeting of the Association Year—Canadian Freight Classification—Grand Trunk Pacific Materials—Fifth Congress, &c., &c.*

**M**INUTES of the regular monthly meeting of the Executive Council Canadian Manufacturers' Association, held in the Council Chamber, Board of Trade Building, on Thursday, August 27th, 1903.

The meeting was largely attended, the following gentlemen being present: Messrs. C. A. Birge, President, who occupied the chair; and George Booth, P. H. Burton, H. Cockshutt, P. W. Ellis, W. K. George, Jas. Goldie, W. P. Gundy, George H. Hees, John Hendry, J. Hewton, R. Hobson, J. P. Murray, F. A. Ritchie, J. D. Rolland, T. H. Smallman, John M. Taylor, A. W. Thomas, J. O. Thorn.

The minutes of the last meeting were taken as read.

Communications were received as follows:

(a) From Mesdames Gault and Cooper, of Montreal, acknowledging the expressions of condolence forwarded to them by the Executive Council in their recent bereavement.

(b) From E. W. Gillett Co., Ltd., through the Toronto Branch, respecting the establishment of a universal Civic Holiday in the various Provinces. This was referred to the Commercial Intelligence Committee.

(c) From Mr. Jas. Davidson of Montreal, regretting his inability to be present at the meeting.

Reports of the various officers and committees were received as follows and were regularly adopted:

## TREASURER

This report was presented by Mr. Geo. Booth and included a statement of the finances of the Association for the past year. The report showed that the Association had begun the year with a deficit, but had closed with a neat little surplus after paying all expenses. This report will be published in full at the time of the annual meeting.

## SECRETARY

The Secretary reported the minutes of the annual meetings of the British Columbia and Manitoba branches, complimenting the western branches upon their healthy condition. He also reminded the members of the council forcibly of the annual meeting and its various important sessions.

## FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. W. K. George. It provided for the payment of the running expenses for the month, including \$1,000 advanced for the publication of the Canadian Trade Index; \$100 for the establishment of a manufacturers' booth at the Halifax Exhibition, etc.

## RECEPTION AND MEMBERSHIP

The reception and membership committee's report was presented by the Secre-

tary. It dealt specially with the arrangements made for the Pacific excursion, a memorandum of which would be forwarded in good time to each excursionist.

It recommended the reception of 17 applications for membership, the names of which appear in another column.

## COMMERCIAL INTELLIGENCE

The report of the commercial intelligence committee was presented by the chairman, Mr. J. P. Murray. It dealt specially with tariff relations existing between Canada and Japan. We quote the report as follows.

"The United Kingdom and several other countries enjoy favored nation treatment in their trade with Japan at the present time, and it is possible for Canada to obtain the same advantages through the treaty with Great Britain, only that some clauses of the treaty are not considered to be to Canada's advantage and have not therefore been accepted by the Dominion Government.

The present treaties governing these conditions will all terminate about the same time, namely eight years hence. Until the expiry of this period, it is doubtful whether Canada can secure any preferential treatment in the Japanese market, but the Minister of Agriculture is of the opinion that the chief Canadian products which might be exported to that country are not affected by preferential advantages accorded to other countries.

The Committee also reported that they had approved of the suggestion to issue a special pamphlet for distribution at the Fifth Congress advertising the importance and extent of the manufacturing industries of the country, in order that these facts might be fully grasped, especially by the visiting delegates.

## RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by the Chairman, Mr. J. O. Thorn. We reproduce the report as follows:

"With reference to certain imperfections in the South African Steamship service pointed out to the Government, replies have been received from Sir William Laurier, Sir William Mulock, and the Department of Trade and Commerce. Your committee is investigating this matter carefully, and expects to receive within the next few days complete manifest, showing the cargoes of the various vessels since the service was inaugurated.

"Letters were received from a number of members pointing out certain transportation grievances, which were chiefly of a local character, but which received the attention of your committee.

"Acting upon a suggestion thrown out at the last meeting of this council, the freight departments of the railway companies have been communicated with regarding shortages in shipments which occur so frequently. The members of the Association have also been addressed through the columns of "INDUSTRIAL CANADA" and urged to exercise greater care in marking their shipments in order that this grievance might be removed.

"The resolution with regard to the Grand Trunk Pacific Railway passed at the annual meeting of the Nova Scotia Branch, and referred to this committee, was carefully considered, and as all the points outlined in the resolution appeared to have been met in the measure which has been introduced, your committee deemed any further action, so far as this resolution is concerned, unnecessary.

"The appointment of Messrs. T. A. S. deWolfe and Son as representative forwarding agents at the Port of Halifax was recommended for acceptance, and the Chairman and Secretary were appointed a special sub-committee to recommend a similar appointment for the port of St. John, all the necessary information, accompanied by several applications, having been submitted.

"The most important item which has come before your committee during the past month has been the question of the Canadian Joint Freight Classification. On the 29th of July, the members of this Association were given an opportunity to present any objections which they might have to schedule number 12. This schedule, though put in force by the railways on May 1st, has never been approved of by the Governor-General-in-Council, and is, therefore, illegal. The Association was represented by their Secretary and Solicitor. It was pointed out that the shippers of the country had never been given an opportunity to express their views with regard to the classification nor to object to any changes, however unjust, which the railway committee might bring into force.

"Our representatives urged upon the Government the necessity of leaving the whole question over until the new Railway Commission should come into office, when a new schedule should be prepared based upon evidence received 'from all proper interests.' Hon. W. S. Fielding, acting Minister of Railways, decided at that time that no Government ratification should be given to any classification changes until such a time as the views of the shippers might be submitted, for which ample opportunity and public notice would be given. Your Committee decided that arrangements



should be made to have the case taken up in detail in order that a comprehensive statement should be submitted to the Government at the proper time."

#### PARLIAMENTARY COMMITTEE

The Parliamentary Committee reported as follows:

"That while no meeting has been held during the past month, the Chairman and Secretary carried out the wishes of the Executive Council in discussing with the Minister of Justice at Ottawa the proposed amendment to the criminal code respecting the contract law. Your representatives were accorded an excellent hearing by the Ministers of Justice and Finance, and endeavored to impress upon them the fact that while, as in the case of the tobacco industry, there was a necessity for protecting legitimate and often struggling Canadian industries against the domination of the wealthy specialized industries of our foreign competitors, it would be detrimental to the general interests of the country and to the welfare of the trading community to have any law put into force which would interfere so seriously with contracts which exist so universally in connection with the sale of products of Canadian factories. This view was agreed to by the Ministers, and while the case has not yet been finally dealt with in the House of Commons, we believe that the wishes of the Association will be, generally speaking, carried out.

"The attention of your Committee has been called to recent important utterances on the Grand Trunk Pacific Railway measure, now before the consideration of the House.

"With special reference to the provisions regarding the free importation of construction material and supplies, your Committee is already in touch with the Government. If we are informed by the Department of Railways that the free importation of supplies is encouraged or permitted by any clause in the Bill, our most vigorous protest will be made, as we believe that this is not only striking at the root of a great principle, but directing the expenditure of several millions of dollars into the hands of foreign manufacturers.

"We are also endeavoring to ascertain whether Senate Bills H. and S. respecting foreign labor agitators and the defence of the rights of free labor will be submitted for consideration in the House of Commons during the present Session. Should these bills come up for discussion in the House, we consider it our duty to lend all the support in our power towards having them made law, believing that both measures are in the best interests of the workingmen of Canada and the general progress of our industries."

Lest the views of the Association should be misunderstood and without making any

condemnation of the action of the present Government until their position was made clear, the following message was despatched to Sir Wilfrid Laurier:

"The Executive Council, Canadian Manufacturers' Association assembled enters unanimous and emphatic protest against permission being granted for free importation of foreign materials to be used in building railways in Canada. Will support this principle with delegation if necessary."

#### FIFTH CONGRESS

The President presented an exceedingly interesting report on behalf of the delegation who attended the Fifth Congress of Chambers of Commerce of the Empire in Montreal during the previous week. The report contrasted the delegation of ten members who represented the Canadian Manufacturers' Association and who came from all parts of the Dominion of Canada with the delegation which represented them at the last meeting of the same Congress when all the delegates were from the City of Toronto. The report showed further that the Association had taken an important part in the Congress and had advocated a progressive policy upon every question which it had taken up. Many important questions that affected more or less the prosperity and progress of the Empire had been dealt with, but the question of an Imperial Preferential Tariff was the one great problem which overshadowed all others, both in interest and importance. Upon this, twelve resolutions had been submitted, two from Chambers of Commerce of the United Kingdom and the remaining ten from commercial organizations in Canada. Opinions of all shades were freely expressed, but from the first it was generally admitted that the subject deserved serious consideration. It was also admitted with equal readiness that free trade within the Empire is an impossibility at the present time. Dealing specially with the resolution which the Congress adopted regarding the Imperial Preferential Tariff the President pointed out how completely it embodied the views of the Association.

Mr. P. W. Ellis was complimented upon the complete manner in which he had placed the views of the Association before the Congress and a report was made with regard to the other resolutions which went forward.

The report of the President was received with applause and he expressed his own personal gratification at the splendid attendance of the delegation and the ability which they had shown in representing the Association.

A special committee appointed to investigate and report upon the proposed change in basis for the membership fee of the Association presented their report through the Secretary. It appears in another column in full. It was adopted by the

Executive and forwarded as a recommendation to the annual meeting.

Reports were received from the Montreal and Toronto branches, presented respectively by the Honorable J. D. Rolland and Mr. J. P. Murray.

#### NEW BUSINESS

Under the head of new business the Hon. J. D. Rolland gave notice that a resolution would be introduced at the annual meeting, advocating that the operation of a preferential tariff, so far as Canada was concerned, should be confined to goods received through Canadian ports. This was referred to the Convention Resolutions Committee.

Mr. H. Cockshutt addressed a few remarks to the Council with reference to South African trade, and the importance of having Canadian goods properly packed in order to stand the severe handling of the trip.

Mr. John Hendry, of British Columbia, Vice-President of the Association, addressed the meeting and received a hearty reception. Mr. Hendry spoke with regard to the condition of the Association in the West, and complimented the Association upon the work it had been doing. He also expressed satisfaction with the recommendation concerning the change in the basis of the membership fee.

The meeting then adjourned.

#### "WAKE UP, CANADA!"

A writer in the British and South African Export Gazette scores Canada in no unmeasured terms. He says: "It is not so long since that I found it necessary to administer a series of rebukes to Canada for the half-hearted way in which it attempted to cultivate the South African market. Since the war, however, the apathy that was at one time so noticeable has given place to a considerable degree of energy. The Lady of the Snows has now inaugurated a direct line of steamers to the Cape, and, so well are these appointed, that I learn they are taking out even more United States perishable produce than that of Canadian origin, the reason being that the ships are fitted with cold storage facilities, which, strangely enough, are lacking in the American vessels. To such an extent has this transshipment business grown that it is averred there is sufficient freight offering for two or three more steamers than are at present in the service. This is undoubtedly reversing the old order of things, when by far the largest portion of Canadian exports to South Africa were shipped *via* New York. But I am puzzled to see wherein is the profit to Canadian trade with South Africa if the steamship facilities to further it are monopolized by United States produce. Obviously, there is still need to tender the exhortation to Canadian producers to shake off their lethargy and, in the words of the Prince of Wales, to "wake up" to their opportunities."



## MINUTES OF SPECIAL MEETING RE MEMBERSHIP FEES

This Committee met in the Association Rooms on Tuesday afternoon, August 25th, 1903. The following gentlemen were present:—Messrs. J. P. Murray, who was appointed Chairman, Geo. Booth and J. O. Thorn.

The Secretary presented a comprehensive report embracing a discussion of all the suggestions made by members who had stated their ideas on the matter. The report stated that five methods had been suggested as the basis for membership fees: 1. The number of hands employed; 2. The commercial rating; 3. The value of output; 4. Voluntary fee with minimum of \$10, and 5. Based upon the amount of wages paid.

The Committee discussed these methods, reviewing the various arguments for and against each. The Committee was unanimously of the idea that a recommendation should be made which would be so reasonable and so feasible that it would command the approval of every member of the Association.

Only 307, one-quarter of the entire membership, had expressed their ideas upon the subject, but of this number the vast majority, 281, were in favor of changing the basis of the fee in order to increase the revenue of the Association. The Committee proceeded upon the idea that an increased fee was not only necessary to the success of the Association's work, but was quite in accordance with the wish of the majority of the members. It was finally moved by Mr. J. O. Thorn, seconded by Mr. Geo. Booth and carried, that the basis of the Annual Association Fee be as follows:

(a) For members employing up to 100 employees \$10.

For members employing 100 employees or more \$25.

(b) That additional members from any firm desiring more than one representative be admitted at the annual rate of \$10.

Your committee believe in submitting this report that their recommendation is so simple and so reasonable that the members of the Association generally will stand by it. They would also emphasize specially the need for securing additional members, and the desirability of having our largest and most important firms represented by more than one member in the Association.

All of which is submitted.

## NEW MEMBERS

Applications passed by Elective Council,  
August 27th, 1903

Boas-Felsen Co., Montreal, ladies' cloaks, suits and skirts.

George J. Foy, Toronto, second member  
Owen Sound Portland Cement Co.

G. Goulding & Sons, Toronto, ladies' trimmed and ready-to-wear hats.

Hamilton Brewing Association, Hamilton, beer.

Hattie & Mylius, Limited, Halifax, N.S. patent medicines, lime juice, essences, etc.

Philip Jacobi, Toronto, leather and leather goods.

Macdonald Mfg. Co., Limited, Toronto, lithographed and plain tinware.

Merchants' Mantle Mfg. Co., Limited, Toronto, ladies' clothing.

Mount Royal Foundry Co., Limited, Montreal, iron castings.

National Table Co., Limited, Owen Sound, tables and office desks.

Owen Sound Wire Fence Co., Limited, Owen Sound, woven wire fence and steel gates.

Quick-O Mfg. Co. of Toronto, Limited, Toronto, Quick-O washing tablets.

Rood & McGregor, New Glasgow, N.S., lumber.

Salem Co., Limited, Montreal, shirts, boys' waists, ladies' waists, collars.

John B. Smith & Sons, Toronto, lumber, doors, mouldings, sash, etc.

The Standard Meter Co., Toronto, gas meters.

Victor Fire Extinguisher Co., Toronto, fire extinguishers and fire nozzles of all kinds.

## "MILKING THE BRITISH COW"

Britain's Adverse Trade Balance Under Free Trade—Enormous Quantities of Foreign Goods Sold in England

(From the *American Economist*).

In a recent trade review circular issued by Bolling & Lowe, a prominent London firm, the following significant paragraph occurs:

It is estimated that in the first nine months of 1902 the adverse trade balance is at the rate of £173,000,000 per annum, and it is questionable whether we are not paying out of capital for some of these imports, and not from earnings, when we remember that the dividends and interest received in this country from foreign investments are worth about £66¼ millions a year, leaving £107 millions to be made up out of shipping profits.

This is a remarkable showing when brought in contrast with the favorable trade balances of the United States, averaging close upon \$500,000,000, a year for the past six years. It is a gloomy showing for Free-Trade Great Britain, and it has brought into bold relief the question whether the nation can keep on paying out so much more than it takes in. Profits from the shipping industry will fall far short of making good the annual deficit of \$535,000,000, after deducting the \$333,000,000 received as dividends and interest from foreign investments. Ocean freighting in British ships will yield little if any more in net profits than one-half of \$535,000,000. The balance must mainly be provided by impairment of capital.

Mr. Carnegie touched upon this branch of the subject in his rectorial address at the University of St. Andrew's when he drew attention to the fact that Great Britain every year buys of foreigners \$300,000,000 worth of supplies, most of which she could and would produce if she would give to her own producing and purchasing capacity the same attention that she gives to foreign markets. For example, as Mr. Carnegie pointed out, Belgium sells Britain over \$100,000,000 worth yearly; Germany sends \$5,000,000 worth of cloth goods and \$5,000,000 worth of butter and eggs; France sends \$98,000,000 worth of silks, woollens and leather goods; Denmark sends nearly \$60,000,000 worth of butter, eggs, bacon, etc.; Norway, Sweden and Holland each send \$7,500,000 worth of butter, and Holland adds \$5,000,000 more for gloves and glassware. Not one of these countries buys one-half, and most of them not one-quarter, as much from as it sells to Great Britain. Every one of them milks the British people at a ruinous rate, mainly because British Free-Trade neglects to provide occupation and a home market for its own people. The same state of things has from time to time prevailed in the United States, but always under Free-Trade and never under Protection. We are able to pay \$200,000,000 a year in freights to foreigners, \$75,000,000 a year in interest and dividends on foreign investments in America and \$75,000,000 a year in tourists' travels and expenditures abroad, and yet have from \$100,000,000 to \$200,000,000 left to come our way, and all because, unlike Free-Trade Great Britain, we take care to provide occupation and a profitable home market for our own people.

The practical workings of two widely different economic systems could not be more plainly illustrated than in the enormous adverse trade balances of Free-Trade Great Britain and the large favorable trade balances of Protected United States.

## FRENCH TRADE

M. Anatole Poindron's statement of French trade for the first six months of the present year has just come to hand. Imports for consumption total in value \$477,577,000, increase of \$28,670,800 over the similar period of 1902. Exports total \$413,447,400, a decrease of \$3,735,600 over the corresponding period. The decrease is occasioned by a reduction of \$7,262,200 in the exportation of food products and \$1,923,200 in manufactures.

A report from Dublin, Ireland, states that during the first week of August, a steamer from the Argentine called at that port and discharged 4,700 frozen sheep, 250 lambs and 400 qrs. of beef. "It was an extremely rare thing," says our correspondent, "to see direct shipments of this sort to Dublin."



# ANNUAL MEETING MONTREAL BRANCH

*Reports for the Year—A Review of a Large Amount of Work—  
New Office—Increase in Membership—Tariff Technical Education*

THE annual meeting of the Montreal Branch of the Canadian Manufacturers' Association was held in the reading room of the Montreal Board of Trade. The Montreal chairman, the Hon. J. D. Rolland, presided. At his right was Wm. MacMaster, the vice-chairman, and to his left the Montreal secretary. There was a good attendance of members, among whom were the following :

Geo. E. Drummond, vice-president Canadian Manufacturers' Association, J. E. Matthews, John T. Hagar, C. W. Davis, James Davidson, W. Boulton, E. Tougas, A. Ramsay, J. S. N. Dougall, T. J. Drummond, S. W. Ewing, J. Goldstein, B. Goldstein, D. L. McGibbon, G. W. Sadler, W. Angus, W. Smaill, W. T. Whitehead, J. C. McCormick, John Baillie, Jos. Fortier, R. S. Fraser, John Duthie, Geo. Flint, S. Coulson, Geo. Esplin, R. C. Wilkins, F. G. O'Grady, Jos. Horsfall and others.

After the minutes of previous meetings had been read, the chairman expressed his pleasure at presiding over another annual meeting, and then delivered his address as follows :

## CHAIRMAN'S ADDRESS

*To the Members of the Montreal Branch of the Canadian Manufacturers' Association.*

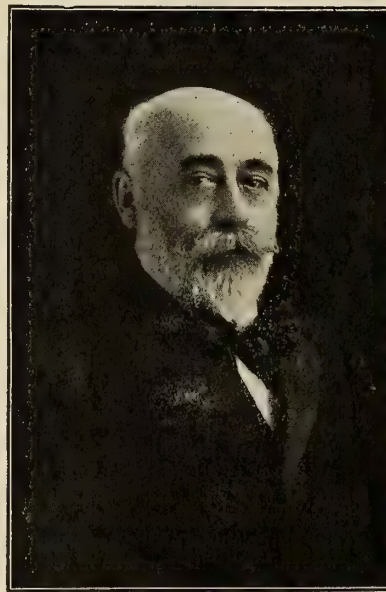
GENTLEMEN,—It is not my intention to make any pretentious address to you to-day, or in any way to anticipate the annual presidential address which will be delivered at the Convention of our Association, to be held in Toronto in September, but I feel at this juncture that there are some matters that I cannot allow to pass without notice.

Before I proceed to these topics I would remind our Montreal members that it is now just three years since we became a branch of the Canadian Manufacturers' Association. During the whole of that period I have had the honor to be at the head of the branch, and perhaps more than any other, I have had occasion to study the results of that amalgamation. I can bring you only one report—that we have profited much.

We at once have our Montreal manufacturers banded together to guard *local* interests, and our Canadian manufacturers united to advance our *national* well-being. The work that our Association is doing through its many channels cannot be over-estimated, and I would earnestly urge that our Montreal members would, one and all, co-operate in the forwarding of its interests. We cannot hope that it will continue its remarkable progress without the continued enthusiasm of its members. The Association is theirs, and without their hearty support its

usefulness is impaired. To-day, it has come to exercise a premier influence upon Canada's national affairs, and if it should cease to exercise that influence, I feel that event would involve a national loss. There is no body of men working harder for the up-building of this country, none with more public spirit, none with greater interests dependent upon our national economic success, none better acquainted with the workings of internal and external trade, and I feel on that account that this Manufacturers' Association should lose no opportunity to express its opinion and endeavor to have it acted upon in connection with any matter affecting Canadian trade.

It is not always that our views have been considered without prejudice, but I earnestly



HON. J. D. ROLLAND,  
Retiring Chairman, Montreal Branch.

believe that if we press forward without regard to unfair criticism, we shall convince our most stubborn opponents (if we have any) that our sole concern is the public interest, and that we have sufficiently diagnosed Canada's needs to prescribe therefor.

Last year, at Halifax, our Association declared itself strongly upon the tariff inadequacy of this country. We declared that the tariff should be revised in order that much of the work occasioned by our purchasing power should be transferred from foreign control to our own mills and workshops; and that it would be well for this country to extend where possible that market for its food products where it is not called upon to ask for preference. The

home market is the best market for our farmers. I am glad to say, to-day, gentlemen, that Canadians are realizing more and more keenly the force of that argument. This year our tariff was increased appreciably against German products, a protection has been promised steel rails, bounties have been bestowed upon the production of such articles as wire rods and structural iron, and now after this policy has been announced to the Canadian people from one ocean to the other, I ask: where do you find a dissenting voice?

I notice that there are some people who have not discerned this independent and firm attitude on the part of the Canadian people. I find the *Boston Herald*, in its issue of July 26th, referring to the visit of a member of the National Reciprocity League to Ottawa and other points in Canada, reported him saying as follows: "If Canada will give us concessions upon manufactures, as she must, and as I have every reason to believe she will, a treaty can be agreed upon that will not meet with much opposition from this quarter, if from any other."

I should like to say to that gentleman (whom we treated so courteously) that the only "must" that can be applied to our ambitions just now is the "must" that we *must* build up our industries, and I think that every representative we have at Ottawa knows that reciprocity with the United States would, as one of our Presidents has said, reciprocity us out of business. Last year we imported about \$70,000,000 worth of manufactured goods from the United States, while that country took about one-tenth of that amount from us. What system of reciprocity can give them more than they now have? For myself I would compliment them upon the advantage they have gained, while from our standpoint far from granting them any further concessions, I venture to hope that we as Canadians will wake up and take tariff measures to retrieve our loss. It is Canada that needs reciprocity—and by that I mean a reciprocity of tariffs.

Speaking thus I realize it will be some time before this country produces its entire need of manufactured goods. But let us afford new industries every encouragement and in the meantime let us not be purchasing our supplies from foreign countries, but rather let us take measures whereby the trade will follow the flag. This brings me to a discussion of

## IMPERIAL PREFERENTIAL TRADE

During the latter part of this month Canada will welcome to her shores the



delegates from the Mother Country and the sister colonies to the Fifth Congress of the Chambers of Commerce of the Empire. The principal subject of discussion at that meeting, if I am not mistaken, will be the ways and means of establishing preferential tariffs within the Empire. It is important that the views of our Association should be definitely defined before that meeting.

If any Imperial tariff scheme is to be a success, it must be constructive and not destructive. It must lead to the production within the Empire of some of the foreign-made goods consumed by the five hundred million subjects of King Edward throughout the world. Its aim, I take it, is to make the Empire self-contained.

#### A PREFERENCE TO THE COLONIES

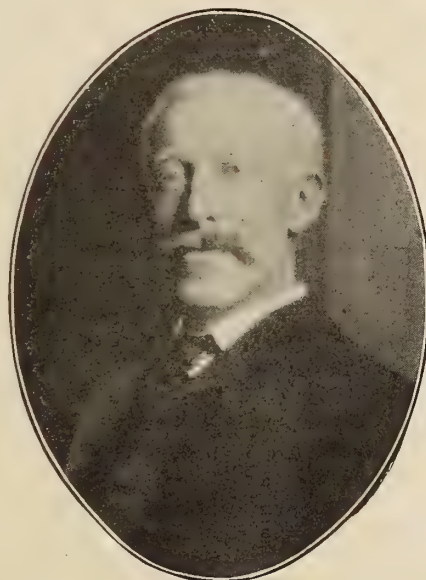
The first requisite is a supply of food products. As yet the colonies are supplying but a small percentage of Great Britain's food supply, but we all hope that in a few years' time, when our prairies have been turned into wheat fields, we shall have a fair claim to the title "Britain's Granary." The other colonies will also contribute their share. It is unnecessary for me to point out that a preference in the English market would materially stimulate our production. As to whether England would be justified in establishing a tariff in order to develop the colonies, I am not prepared to discuss. This is a matter for Englishmen to decide. *We can only assure them that it is the last wish of the colonies that Great Britain should establish a tariff for the benefit of the colonies and to its own detriment.* Personally I believe Great Britain would do well to encourage trade within the Empire, as she is finding the foreign gates barred by adverse tariffs. During the thirty years period 1872-1902, a period in which the trade of almost every country in the world has increased, Britain's exports to foreign markets decreased by 42,000,000 pounds sterling, while the exports to the colonies increased by 46,000,000 pounds sterling. To-day she sells more to India than she does to the greatest continental nation, Germany. She sells more to the Australian Commonwealth with its four millions of population than she does to the United States with its nearly 80,000,000. She sells more to South Africa already than to France and Belgium put together. She sells more to Canada with our six millions than she does to China with its nearly four hundred millions of yellow men. There is strong reason to adduce that she must look to the colonies for the maintenance of her trade supremacy. Is that sufficient reason for her to lend her assistance to the development of the resources of the colonies?

#### A QUID PRO QUO

What would Canada have to offer as a quid pro quo if such is to be demanded. And first I will say what she will *not* offer

and that is *the destruction or curtailment of her manufacturing industries.* We have been endowed with exceptional manufacturing facilities, resources, water powers and a transportation system. Twenty-five years ago we set out to utilize our opportunities energetically, and in the future I trust our energy in this direction will only increase. *We must amply protect our own Canadian industries.* Free trade within the Empire is an impossibility. Our workmen will never consent to live on the wages given the English mechanics; our rate of interest is two per cent. higher than in London, Eng., our market is as yet small and the cost of production consequently higher. A tariff must be granted to cover these differences of circumstances.

But what we can give is a more substantial preference on the goods we do not



MR. WM. MACMASTER,  
The new Chairman of the Montreal Branch

manufacture. At present many of these lines are on the free or low duty list where the operation of the preference is of insignificant advantage to Britain. This preference should be made substantial. The rates also on many of the lines we are producing are too low, and an increase in the tariff would operate in favor of Britain against the United States and Germany. While we continue to grow, so will our purchasing power, and although we may vastly increase our domestic factory capacity, there will be appreciable quantities of goods we must import. Let us buy them in Great Britain.

#### OUR INDUSTRIES.

It is important that Englishmen should realize what Canadian industry means. By the census of 1891, it was shown that 370,256 hands were employed to produce \$476,258,886 worth of manufactured products,

that is one person for every \$1,286 worth of goods produced. The census returns of 1901 are not yet published, but I believe we have reason to state that during the intervening twelve or thirteen years since 1891 our factory capacity has at least doubled. Only the other day a Government publication estimated that in the last four years over \$375,000,000 has been invested in new factories and plant in the different sections of this country. I notice that since 1893 the importations of raw cotton have doubled. The proportionate increase is greater in the case of raw hides and skins; the comparison holds in the case of crude rubber, while more than one million tons more bituminous coal was imported into the country last year for manufacturers than in 1896. I am citing only a few facts in support of my contention that since 1891 the capacity of Canadian factories has at least doubled. Then our home production now amounts to \$950,000,000, and gives employment to 746,000 hands and support to 3,085,600 people (assuming that one person in employment supports three others). If those figures mean anything, they prove that half the population of this Dominion is dependent upon her industries. What is Montreal alone? I have not time to go into a thorough examination of this subject, but I believe it is calculated on a somewhat accurate basis that this city alone consumes annually \$18,000,000 worth of farm produce.

#### LABOR DIFFICULTIES

Let me now touch upon labor matters that have concerned our members so much this year. There have been two difficulties confronting us, scarcity of labor and the unwarranted aggression of the unions. The Association has been doing its utmost to have machinery provided for the emigration to Canada of labor of all kinds from England and Scotland, and I think that the dearth has been considerably relieved by our efforts in this direction. But we need thousands more, and we need also reasonable and enlightened men who are thoroughly Canadian at the head of the workingmen's organizations.

#### THE MONTREAL TECHNICAL INSTITUTE

During the past session at Quebec I was pleased to do what I could to promote the passage of a bill incorporating the Montreal Technical Institute, and I believe that if this scheme is acted upon, the effort will do much to afford a cure for these evils. It will give us a school in which to train our young men in the trades, arts and sciences, making us dependable upon our own skill. It will provide our workmen with an education which I trust will lead them to have no more socialists in control of their organization.

I believe the efforts of those who have been working on this technical school are worthy of every support. The Mechanics'



Institute has, I believe, pledged its assistance, and two of our members have come forward with grand offers of \$5,000 each; it will be for the manufacturers to say whether the plans will develop or not. The committee has been fortunate in securing the interest of Prof. Bovey, of McGill University, and I am sure, if sufficient funds are forthcoming, the institute will be of national benefit. We need it to keep pace with the other nations.

#### EXPORT TRADE

It should be a gratification to notice the rapid increase in our exports of manufactured goods. In seven years they have more than doubled, and it is pleasing to know that Montreal has shared in this trade. I am informed that a number of our members have embarked upon an export trade through the medium of our Association and the instrumentality of our foreign correspondents. The list of correspondents is, I believe, to be considerably extended, and I trust that all the members who have export ambitions and capabilities will keep in close touch with the secretary.

#### DEATHS

Within a short time our branch has suffered the loss of two of our most stalwart supporters. I refer to the deaths of the late Alexander F. Gault and the late James Cooper. As a manufacturer Mr. Gault achieved his greatest success in the textile industries and Canada owes it largely to him that the cotton branch of our manufacturing is on a firm basis to-day. He was ever optimistic about Canada's industrial future, and he was always ready to lend his aid where it was most needed. Mr. Cooper was one of those men also who conceived the idea of Canada being a manufacturing country and his life work was devoted to the conversion of imports into domestic factory output. It is not for me to praise their personality, but as a manufacturer I simply say that the loss we have sustained is appreciable.

#### CONCLUSION

And now, gentlemen, as I lay down the burden of office to be taken up by one whom I am sure will be more capable of assuming the duties of the position, I should like to express my appreciation of the assistance rendered me by the members of the different Executive Committees that have worked with me. To the devotion of the Secretary of the branch I would also testify. I can only hope for my successor that he will receive the same enthusiastic support on all sides. I am sure he will, for we are engaged in the grand work of building up this country, an occupation in which we cannot afford to tire.

You will all remember the annual meeting in Toronto in September and I hope that our branch will be well represented there.

J. D. ROLLAND,

Chairman.

The address was received with applause, and on motion of Mr. Geo. E. Drummond, a vote of thanks was tendered to Mr. Rolland for his address and his devotion to the Association.

The Secretary then read the report of the Executive Committee covering the year's work.

#### REPORT OF EXECUTIVE COMMITTEE

*To the Members of the Montreal Branch of the Canadian Manufacturers' Association.*

GENTLEMEN,—During the past year your Executive has been convened sixteen times, on four occasions for special business, and twelve times for regular meetings. The report of the Committee's actions will show that the questions under consideration have been dealt with in two ways; if they are of local consideration the Branch has taken final action, but if of national importance your Committee has acted as a part of the whole Association and under the guidance of the Executive Council or head office.

#### THE TECHNICAL INSTITUTE

The most important matter that was discussed at our last annual meeting was the institution of better technical education facilities for our workmen. Your Committee appointed a sub-Committee to deal with this matter, and after some investigation it reported that it would be advisable to carry on this work as a citizens' movement rather than a movement within our Association. This course your Committee approved pledging the co-operation of the Manufacturers' Association. With the assistance of the Mechanics' Institute, the Board of Trade and our public spirited citizens, your Committee trust that this newly incorporated Montreal Technical Institute will become a proud reality. Last December at our regular dinner the importance of Technical Education was ably discussed by Principal Miller of the School of Industrial Art, Philadelphia,

#### POSTAL AND CUSTOMS COMPLAINTS

At one of the meetings of the Committee early in the year, there were several complaints made in regard to unnecessary delay our manufacturers find in passing parcels through the Customs House. It was decided to write to both the Postmaster and Express Companies in regard to the matter. The authorities have promised prompt despatch and your Committee would suggest that the members should notify the Secretary of any further complaints they may have of this nature. The Collector of Customs was also addressed upon the matter of damage to parcels of perishable goods by careless handling in the examining warehouse. He has promised to investigate any cases of this nature reported to him.

#### IMPORTATION OF DIES

Some of the manufacturing silversmiths brought to the attention of your Committee a matter upon which the Committee was

compelled to take a decided stand, even against one of our Montreal members. Arrangements had been made by one of our silversmithing establishments for the admission of second hand dies at a low valuation, while the same dies were admitted free of duty when imported after the duty had been paid once. At a special meeting of the Executive a resolution was passed of which the following is the final clause:

"That dies or other appliances should be permitted to pass through the customs only when duty is paid upon their full market value, allowing of no depreciation because of their having been used or loaned, as dies tested or used are more valuable than new dies. And further, full duty should be collected each time entry is made, irrespective of their having passed customs at any previous time."

This action was taken to protect our tool makers and die sinkers and we are glad to be able to report that the Government immediately cancelled the regulation complained of.

#### LONDON TRADE COMMISSIONER'S OFFICE

In December a Committee from this Association consisting of Messrs. Rolland, Holden, Munro and Colson was appointed to wait upon the Quebec Government in regard to the establishment of a London Trade Commissioner's Office. It may be that the Dominion Government will provide for such an establishment, in which case the Ontario Government has promised to undertake the expense of a provincial representative. As a result of our interview we hope that the interests of this province will be similarly cared for.

#### SMUGGLING

It was brought to the attention of the Executive that there was a great deal of petty smuggling being done along the United States frontier bordering on the provinces of Ontario and Quebec, particularly by railway and steamship officials. This is felt particularly by our boot and shoe and clothing manufacturers. A resolution was passed and forwarded to the Executive Council asking that the Association should urge upon the Government the need of appointing inspectors to put a stop to this practice.

#### FORWARDING AGENTS

At the request of the Transportation Committee of the Executive Council it was recommended that Blaiklock Bros. should be appointed shipping agents for the Association at the port of Montreal. Applications were called for and as Blaiklock Bros. were the lowest tenderers they received the commission.

#### WELSH COAL

Your Executive received a letter from Mr. Phelps of the Workman and Ward Mfg. Co. soliciting the aid of the Association in an attempt to popularize the use of Welsh anthracite coal in place of the United States



article. It was felt that Canadians could do much in this way to promote trade within the Empire and the Executive gave its endorsement to the idea. It is to be greatly feared, however, that there will not be much Welsh Anthracite coal consumed in this country till some of the Welsh mining companies establish distributing depots here on their own account. There are so many difficulties in the handling of the Welsh coal that our dealers here refrain from making a specialty of it. Should the Welsh interests enter earnestly into the competition, however, and quote competitive prices, we believe that a trade could be worked up. Canadians would be glad to use British coal.

#### DOMINION OF CANADA EXHIBITION

Your Executive pledged its support to the Dominion of Canada Exhibition to be held in Toronto both in regard to exhibits and to support the management to secure aid from the Dominion Government. The Executive had a special conference with Mr. McNaught, the President of the Exhibition, when the matter was gone over thoroughly, and he promised every consideration in the power of the exhibition authorities to Montreal exhibitors. Some of our members are taking advantage of the opportunity to make a display of "Made in Canada" goods, but there is certainly opportunity for a wider display of Montreal manufacturers at this Exhibition.

#### CONGRESS OF THE CHAMBERS OF COMMERCE OF THE EMPIRE

Your Committee has appointed Messrs. F. W. Thompson and Wm. MacMaster to represent the Montreal Branch at the Fifth Congress of the Chambers of Commerce of the Empire. These gentlemen will co-operate with the representatives from the other branches to voice the opinions of the Canadian Manufacturers' Association.

#### LABOR TROUBLES

Questions of policy in regard to the labor unions have been before your Executive since early in the year. Our Association has, up to the present, made it a rule to touch these labor troubles only on points of legislation. But it may be that conditions could become so acute that they would call for further action. Such a crisis seemed to be threatening this year when your Committee thought it well to convene the membership of the branch on May 11th, but happily the evil worked its own cure. As an organized body we cannot deny the workingmen the right to organize, but it must be the duty of the manufacturers, both individually and collectively, to protect the rights of free labor, to retain shop government in the hands of those on whom rests the responsibility of the success of our industrial enterprises, and to see that the union officers do not injure our industrial well being. For that reason your branch has supported, through its delegations to Ottawa and in

conjunction with deputations from other sections of our Association, the following requests of the Government :

1. That the Government should, through its immigration officers, encourage the immigration of mechanics into Canada, to relieve the scarcity of labor for our factories.
2. That the Union Label Bill should not be made law.
3. That trades unions should be compelled to become incorporated.
4. That foreign labor agitators should be prevented from coming into Canada to create industrial strife.

The first request has not been fully granted by the Government, but Canadian manufacturers cannot but acknowledge the good work done by Mr. W. T. R. Preston in England in this connection. His labors have been conscientious and energetic, and we believe for the material benefit of Canada. The Union Label Bill has been killed and the Senate has also done good service by passing what is known as the Loughheed Bill.

#### RAILWAY COMMISSION

Another matter upon which the branch addressed the Government as part of the Canadian Manufacturers' Association was the need of a railway commission. In conjunction with the other large shipping interests of the country, the requirements of those who furnish the freight for our transportation companies were laid thoroughly before the Government. A strong plea was made in the interests of all shippers and we have every reason to hope that a competent commission will be appointed whereby the shippers will gain a voice in the councils that fix transportation charges. Quite recently our Association opposed the ratification of Freight Classification List No. 12 issued May 1, 1903, until this railway commission was definitely appointed and approved thereof. Ratification has been refused and members may therefore be assured that List No. 11, issued January 1, 1900, is still the list in force. Any grievances the members have should be placed immediately in the hands of the officers of the Association. It will be the aim of the Association to show the Government that the whole list of rates needs revision.

Your Committee has lately received a complaint from a Montreal member to the effect that lower rates are being quoted on freight from Glasgow to Winnipeg than from Montreal to Winnipeg, while goods shipped from Glasgow to Montreal and then transhipped to Winnipeg pay 60 per cent. more than direct from Glasgow to Winnipeg. This has been corroborated on some other lines and if any of our members have information bearing upon this point your Committee would ask that it be forwarded to the Secretary. The matter is now in the hands of our local transportation committee.

#### VICE-PRESIDENCY

Acting upon the instructions of last year's annual meeting, your Executive, upon learning that Mr. Robert Munro would not continue as President of the Association, nominated Mr. Geo. E. Drummond to the Vice-Presidency and we are glad to say that the annual convention at Halifax elected him to this responsible position.

#### LEGISLATIVE MATTERS

On the whole there has been considerable business before your Committee. This has appertained chiefly to matters of legislation or governmental actions where the watchfulness of the Association is ever necessary to protect the interests of the manufacturers. At present there are two bills before Parliament that demand the attention of this Association: the one is Bill No. 215, an act to amend the Criminal Code. Clause 520 A. makes it criminal for "A manufacturer or dealer in any class of goods to make a sale of any such goods to a person who sells goods of that class in his business subject to a condition that the purchaser shall not sell or deal in goods of a like kind produced by or obtained by any other manufacturer or dealer." The reasons for bringing this regulation forward are undoubtedly ample, but if there are evils that this would cure, the law should be made to apply to those evils only and not be made so far reaching that it will effect every business where the exclusive contract is employed. In some cases the exclusive contract may be an evil, but in others it may be an unmixed benefit. It would seem that the only method by which the aim of this law could be reached without affecting innocent business men would be to have it apply solely to specific cases where grievances exist. This view has been placed before the Minister of Justice.

The other bill on which your Committee is of the opinion that action should be taken, is "An act respecting the construction of a National Transcontinental Railway." The two clauses taken objection to are clauses 17 and 37 in the agreement with the Grand Trunk Pacific Railway Company which read as follows :

"Clause 17: No addition shall be made to the cost of construction or to the capital of construction account in respect of customs duties in cases where there is direct importation of material or supplies by the Government.

Clause 37: The Company shall purchase all material and supplies required for the construction of the Western Division and the equipment of the whole of the said line of railway from Canadian producers, when the same are produced in Canada and when such material and supplies can be purchased in desired quantities and of equal quality, suitable for the purpose required, and for prices and upon terms equally advantageous with those procurable elsewhere."



Clause 17 we believe should be struck out, first, because we believe the Grand Trunk Pacific should pay interest on the full cost of construction, such as it would cost any individual or corporation to build a road in Canada, and second, because the insertion of this clause is certain to lead to a preference for foreign goods. The Government has always agreed with us that in purchases for public purposes the duties should be added to the price of the foreign article to compare it with the price of the Canadian.

Our objection to clause 37 is that it does not amply secure a preference for Canadian goods in the construction of the Western Section.

Your Committee would therefore suggest that this meeting should deal intelligently with this matter.

There is another matter that your Committee would also refer to this meeting for action to-day. The Registrar of the Councils of Conciliation and Arbitration has addressed this Association and asked for our co-operation toward carrying out the object of the Quebec Trades Disputes Act. This provides for the election of a Board of Conciliation, one of whom is to be chosen by employers of labor and organizations of employers. Last year, we understand that no employer was willing to accept the intervention of this Board, while this year one dispute has been settled in a factory in Levis. It will be for this meeting to decide whether we shall take part in the voting for representatives in September.

#### COMMITTEES

Your Committee appointed two sub-committees in connection with the annual meeting. The one on resolutions has drafted a series of resolutions for your consideration, while the Nominating Committee has brought in a draft of next year's officers for your approval.

#### THE MONTREAL BRANCH

During the past year your Executive has passed the applications of 51 new members in this city. There have been 16 withdrawals. This makes our present membership 248. With this increase in membership we have been enabled to secure a new office in the Board of Trade Building.

The finances of the branch have been reduced from \$204.31 last year to \$72.83 this year. The expenditures out of this account were Secretary's Expenses to Halifax, \$63.00, deficits on two dinners, \$71.85, leaving a balance of \$69.46. Interest amounted to \$3.37, making a net balance of \$72.83.

During the year the branch has drawn from the Executive Council for office expenses and fittings, \$743.68. Under the constitution this branch is allowed \$409.81. The Executive Council has therefore voted an extra \$334.87 to the Montreal office over and above its obligations.

All of which is respectfully submitted.

HON. J. D. ROLLAND, Chairman.

E. H. COOPER, Secretary.

This report created considerable discussion, particularly on the paragraph relating to Bill No. 215. It was felt that this Association, while pointing out the injurious effect that such a bill would have upon different industries, should not single out any single industry or concern for persecution, and that the Association should go no farther than recommending that the law should be made to apply solely to specific cases where grievances exist.

Mr. MacMaster spoke of the discrimination he had experienced in finding that freight could be forwarded from Antwerp to Winnipeg at a lower rate than from Montreal to Winnipeg. He enquired if any of the other members had the same trouble. This matter was left with the local Transportation Committee.

The report of the Resolution Committee was then taken up, and on its recommendation four resolutions were passed. They were as follows:

#### (1) Election of officers by ballot.

"That hereafter the officers of the Montreal Branch of the Canadian Manufacturers' Association shall be elected by ballot; that three weeks before the annual meeting of the Branch the Secretary shall notify all the members of the Branch of the meeting and ask for nominations for Chairman, Vice-Chairman, Executive Committee and representatives to the Executive Council from the City of Montreal. These nominations must be in the hands of the Secretary one week previous to the date of the annual meeting. The members shall be notified of the nomination by circular letters and the elections, shall be held at the annual meeting. The number of the members of the Executive Committee of the Montreal Branch shall be limited to twenty."

#### (2) Incorporation of trades unions.

"Resolved, that in the opinion of this Branch of the Canadian Manufacturers' Association it is imperative that the Government should at once enact legislation to compel all trades unions and other such organizations whose objects and acts are calculated to affect directly or indirectly the industry or general business enterprise of the country, to become duly incorporated and thus ensure that such organizations and the members thereof shall become amenable to the law, assuming responsibilities collateral with the rights they may possess."

#### (3) Tariff revision.

#### (4) Grand Trunk Pacific agreement.

#### SUNDAY POST OFFICE

At this juncture Mr. Joseph Fortier suggested that the Association should request the Postmaster-General to have the post office kept open all day Sunday. At present mail is obtainable till 10.30 a.m., but if

steamers or trains are late, Mr. Fortier lamented that the service was of no use.

Mr. Smaill reminded the meeting that the Government had once been induced to keep the office open all day, but the privilege had not been employed sufficiently by the public to warrant its continuance. The matter was referred to the new Executive.

#### ELECTION OF OFFICERS

The election of officers was then proceeded with and resulted as follows:

The following officers for the Branch were elected for the ensuing year:—Chairman, Wm. MacMaster, Esq.; Vice-Chairman, W. W. Watson, Esq.; Committee; John Baillie, C. C. Ballantyne, Col. J. H. Burland, C. W. Davis, J. S. N. Dougall, T. J. Drummond, Geo. Esplin, J. M. Fortier, J. T. Hagar, J. C. Holden, G. J. Kilpin, J. E. Matthews, D. L. McGibbon, J. J. McGill, Robt. Munro, Hon. J. D. Rolland, H. H. Sherrard, R. R. Stevenson, N. Tetrault, jr., F. W. Thompson, E. Tougas, B. Tooke, R. C. Wilkins.

It was decided to nominate the following to represent Montreal upon the Executive Council:—C. C. Ballantyne, Fred Birks, J. P. Black, S. S. Boxer, Jas. Davidson, J. S. N. Dougall, S. W. Ewing, J. T. Hagar, Jos. Horsfall, Wm. MacMaster, D. Morrice, jr., R. Munro, G. W. Sadler, Geo. A. Slater, Wm. Strachan, F. W. Thompson, Howard Wilson, Jas. R. Wilson.

Hon. J. D. Rolland was nominated as Vice-President for the Province of Quebec.

Before the meeting adjourned Mr. Wm. MacMaster, the new chairman, took his official position at the centre of the table amid the plaudits of the members. He thanked the manufacturers for the honor done him, although he feared that he would not have all the time he could wish to devote to the duties of the office.

The Montreal Branch begins the new year with enthusiasm and bright prospects.

#### VISITORS ENTERTAINED

On Monday, Aug. 17th, the Montreal Branch of the Canadian Manufacturers' Association entertained the Western Canada Press Association to an excursion to Lachine and return via the rapids, per S.S. Sovereign. A pleasant time was spent. As a rule the pressmen were deeply interested in the industries of Eastern Canada. There were about 80 members of the press and their friends in the party, and they were accompanied by about 25 of the manufacturers.

A machinist in engineering works in Stafford, England, writes that he is anxious to come to Canada, should he be certain of obtaining employment here. "If any employer will offer me work," he says, "I will come at once." He describes himself as tall, strong and energetic.



# CHAMBERS OF COMMERCE CONGRESS

*An Important Gathering of the Empire's Business Men,  
August 17th, 18th, 19th and 20th, at which the voice of the  
Canadian Manufacturers' Association was clearly heard*

**W**INDSOR HALL, Montreal, was crowded to its utmost capacity on the occasion of the meeting of the Fifth Congress of the Chambers of Commerce of the British Empire, on August 17th, 18th, 19th and 20th. Delegates were present from all the British colonies and dependencies the world over, and the Motherland itself was represented by a splendid group of business men. Canadian Boards of Trade from the Atlantic to the Pacific sent delegates to the Congress, and the Canadian Manufacturers' Association appointed a dozen of its most prominent members to express before the Convention the sentiments of their important organization.

The delegates to the Congress from the Association were the President, Cyrus A. Birge of Hamilton, and Messrs. P. W. Ellis, S. M. Wickett and Colonel J. B. MacLean of Toronto and B. Rosamond, M.P., of Almonte, composing the Ontario delegation; Mr. George E. Amyot, Chairman of the Quebec Branch, Mr. Wm. MacMaster, Chairman of the Montreal Branch, and Mr. F. W. Thompson, making up the Quebec delegation; Mr. E. F. Hutchings of Winnipeg, and Mr. John Hendrie of Vancouver, representatives from the two Western Branches, and Mr. Joseph R. Henderson, Chairman of the Nova Scotia Branch, and Mr. James Pender of St. John, representing the Maritime members.

## THE OPENING

The Congress was officially opened by the venerable High Commissioner for Canada, Lord Strathcona, who welcomed the visitors to Montreal in a happy speech, which was received with great applause. He was followed by Lord Brassey, the President of the Congress, who dwelt at some length on the work before the meeting. Lord Brassey's speech was an inspiring one, filled with intense enthusiasm for the British Empire. As his lordship concluded, the entire audience rose and joined enthusiastically in the national anthem.

The opening resolution of the Congress was read by Mr. George E. Drummond, Vice-President of the Canadian Manufacturers' Association. It related to Imperial defence. In no uncertain tones Mr. Drummond spoke of the disgrace and shame that was being felt by all true Canadians that not a penny was given by Canada towards the defence of the Empire or in maintaining the navy. Mr. Drummond made a forcible speech, backing up his assertions by hard facts and won the ear of the Congress. He was seconded by Mr. Edward Gurney, of Toronto, whose speech was brief and very much to the point.

After an amendment had been proposed by Mr. Masson, of the Chambre de Commerce, in which the proposal of Mr. Drummond was debated and decried, in a good speech, Col. Denison solved the problem by moving a combined resolution regarding the matter, which read that if necessary Canada would contribute her share towards Imperial defence, but would reserve the right to do it in her own way. This was adopted and concurred in by both Messrs. Drummond and Masson.

This concluded the morning session of the first day of the Congress.

## AFTERNOON SESSION

The Chair was resumed at 4 p.m. by Major-General Laurie, M.P., of London, England.

Mr. Cyrus A. Birge, President of the Manufacturers' Association, then proposed the following resolution:

"That in the interests of the British Empire, and particularly in the interests of the Motherland, measures should be adopted which would direct British capital and emigration to the colonies rather than to foreign countries."

The speaker expressed his confidence that he would meet with the approval of all the delegates, men loyal to the British Empire and to its interest. He did not wish to treat the question from a sentimental standpoint, although much might be said upon that aspect of it."

"Capital is sensitive," he said, "and British capital as much as any, and not without reason, for it has had its share of experience from being experimented upon by financial sharks."

He was well aware that when capital got in the habit of following along certain lines it was difficult to divert it.

## SPEAKS FOR CANADA

Mr. Birge continued:

"It is not my intention to speak for any of the other colonies, as their representatives will look after them, but I do wish to emphasize the advantages of Canada, for I know something of them. There is scarcely a province in the Dominion from the Atlantic to the Pacific that has not immense mineral resources of one kind or another, in gold, silver, nickel, aluminum, iron, coal, asbestos, etc., and the wealth of timber in Nova Scotia, New Brunswick, Quebec, Ontario and British Columbia is enormous.

"Not one of the provinces but has a vast acreage of the finest agricultural lands that ever God's sun shone upon.

"In the older provinces, particularly in Ontario and Quebec, industrial or manufacturing enterprise has attained a high plane

in the ranks of the manufacturers of the world, and capital to the extent of probably \$700,000,000 is invested in this branch of Canada's enterprises with room for millions more.

## THE NEWER PROVINCES 257

"And what I have said in reference to the older provinces in respect of manufactures will apply to the newer provinces in the near future. The North-West provinces will be active sources of manufacturing industry. On the extreme east, and in the extreme west the Territories and British Columbia, we have a large source of revenue in the sea fisheries, combined with the fisheries on the inland rivers and lakes. We have there enormous resources, with any amount of room for the same enterprise thrown in in the fisheries I have mentioned in the inland lakes and rivers. I have not the time to go into details in connection with any of these great resources, but only to say that in mining, agriculture and manufactures they cover a wide range of products, and after covering our own requirements in this wide range, we exported last year goods and products to the extent of \$211,640,286, products of the factory, the fishery or the farm, while we imported goods to the value of \$212,270,158. And this with a population of 5,371,315 people. Surely, sir, in a country that can accomplish this with such a comparatively small population, there is opportunity, tremendous opportunity for the investment of British capital in such a way that it need not be sensitive, or fear for its safety, and where it is assured of a handsome return. (Hear, hear.)

## UNITED STATES CAPITAL

"And let me say in passing that our neighbors to the south of us, the United States, are already alive to our advantages here, and are pouring capital into this country freely. I say that while I have touched briefly on our resources and our need of capital for further development, we have another equally strong or stronger need, and that is population. I said a little while ago that we had an area of 3,745,574 square miles, or a little more than one-third of the area of the whole Empire. We had at the last census, in 1901, a population of 5,371,315. What does that mean? It means that we have only 1.5 persons to every square mile of territory, while the United Kingdom has 343 persons to the square mile and England and Wales has 558. Now, sir, what does that mean? It means that you are overcrowded and have population to spare, and that we have room for them. And where should the British subject go when emigrating from his home land but to another part of the Empire, particu-



larly if his opportunities are as good or better than in a foreign country.

#### IMMIGRATION COMPARISONS

"But, sir, while British subjects are emigrating to the United States, the United States people are, as I said a little while ago, alive to the great opportunities that are here and are sending us some of the best among their agricultural and industrial workers to take advantage of the great possibilities opening up in the development here. The immigration in the last five years has been 56,478 from Great Britain and Ireland, and 73,982 from the United States, or 16,504 more from the United States than from Britain in this period. This year the emigration into Canada from the United States will far exceed that of last year. We want them, all we can get of them, but we want the surplus capital and the surplus population of the Motherland, in the interest of the Motherland and of the Empire, and we do not want it for nothing.

"We want you to have what it can surely bring, and that is the splendid financial returns for invested capital and splendid returns to the brain, brawn and muscle of your surplus population to come to us, and through these two combined grand results in building up the colonies, and in binding up into one united whole the greatest Empire and the freest people the world has yet produced. (Cheers.)

"I would ask now who will second this resolution, whether it will be done on behalf of the Canadian Manufacturers' Association, or on behalf of the Toronto Board of Trade, who have brought in a resolution much the same, but considerably amplifying the first. It would be well if they were both included in one, but, in any case, the Canadian Manufacturers' Association resolution, No. 17, is now before you and waits for a seconder."

The resolution was seconded by Lieut.-Col. Ponton, of the Belleville Board of Trade, in an excellent speech and was subsequently carried unanimously.

Colonel Denison, of Toronto, next moved the following resolution:

"Whereas the assurance of a constant and ample supply of food to the citizens of the United Kingdom, in both peace and war, is a matter of the first importance for the security of the Empire:

"It is resolved that in the opinion of this Congress, the food supply of Great Britain can be most safely relied upon, by developing the output of her own territories to such an extent as to make her independent of supplies from foreign sources, and that to best achieve this end it is most desirable and necessary to divert, as far as possible, all of her able bodied surplus population who will make useful citizens to the shores of her dominions beyond the seas."

Colonel Denison spoke enthusiastically on his pet subject, illustrating his remarks with numerous figures. He advocated the

growth of more wheat in Great Britain and the colonies as a preventive measure, and believed that steps should be taken to encourage emigration to the colonies.

The resolution was seconded in an able speech by Mr. J. W. Woods of the Toronto Board of Trade. A discussion followed, which at times grew very animated. Exception was taken to certain of Colonel Denison's remarks, who was accused of dealing in generalities. Finally the motion was carried unanimously.

Resolution No. 20 was next presented by S. Morley Wickett, of Toronto, chairman of the Reception and Membership Committee of the Canadian Manufacturers' Association. It provided:

"That in the opinion of this Congress, all treaties between Great Britain and foreign countries should leave Great Britain free to enter into such relations with the Colonies and Dependencies as might be deemed expedient."

"The resolution which has been placed in my hands," said Dr. Wickett, "is with regard to a preferential tariff. It has been considered of sufficient importance to warrant us in putting it in the form of a resolution at this Congress. I shall therefore be extremely brief. We all know the history of the denunciation of the German and Belgian treaty with Great Britain. We know of the great difficulties the denunciation met with at first, and of the time it required, the very expensive time it required. Sir, this resolution is a request to the Chambers of Commerce, from the Canadian Manufacturers' Association, in the first instance, that Great Britain will not enter into any fresh treaty with foreign countries that would place in the way of Imperial unity the difficulties that were met with in the case of the Belgian and German treaties. It is to be noted that the resolution does not interfere with the domestic relations. It is merely a matter of external commercial relations. As a matter of fact the meaning, I think, can safely be taken for granted. The resolution then, sir, as it reads, is a hint of what the Empire seems to have in mind, namely, the possible realization of some Imperial unity.

"In the second place, sir, it seems to me a distinct request that no further difficulties shall be placed in the way towards realizing that Imperial unity, which is evidently the goal which we are all seeking. I have great pleasure, sir, in moving this resolution."

The resolution was seconded by Mr. P. W. Ellis, of Toronto, and was carried unanimously.

The next resolution concerned the obtaining of most favored nation treatment for the Colonies from those countries which had already granted such treatment to Great Britain. It was moved by Mr. Boddington of the British Chamber of Commerce of Paris and adopted.

The final resolution of the day referred to the injurious French surtax.

#### SECOND DAY

On resuming business on Tuesday morning, a resolution respecting the consular service was taken up by Mr. J. H. Walton, M.P. A need for a change in this branch of the civil service was clearly shown. Colonel Ponton of Belleville contributed ably to the discussion.

#### INTERCOLONIAL COMMERCIAL CONSULS

A resolution by the Canadian Manufacturers' Association concerning the establishing of international commercial consuls was dealt with, being introduced by Mr. Rosamond, M.P., of Almonte.

This speaker claimed that in spite of the preferential tariff given to Great Britain by Canada, the trade between the two countries had not increased in the way it should have done, especially when compared with the immense strides made by United States goods in Canadian markets.

At the afternoon session every available seat in Windsor Hall was occupied, as the Chairman called on Mr. W. F. Cockshutt of Toronto to move the preferential tariff resolution. Mr. Cockshutt spoke eloquently, time and again bringing down the house.

#### NEED FOR SUCH POLICY

"The need for a commercial policy of the Empire is as great, and probably greater, to-day than it has ever been in the history of the British Empire," said Mr. Cockshutt. "For twenty years we have been discussing in various forms and phases the matter of Commercial relations, the matter of preferential tariffs, and how the Empire can best serve the various component parts that belong to this vast Dominion of ours. We have recently had a pronouncement by one of the chief statesmen—I was almost going to say the chief statesman of England—(applause) in which he has laid down the principle that it is not simply a matter of a policy, but it is a call for us to decide between the question of an Empire or no Empire. (Great applause.) These are very strong words, gentlemen, but, according to my thinking, they are none too strong to express the situation to-day. (Voices—Right, right.) True it is that for many years, almost a century past, we have been drifting together, but the time is not far distant—it may be close upon us—when instead of having favoring winds and tides holding us together, without any common bond, we may meet adverse currents and contrary winds that may scatter the British Empire to the four winds of heaven, and break it up into the original fragments of which it is composed. May heaven forefend that such a thing should be; but, gentlemen, it is a necessity, and I trust that this Congress, before it rises, will find on a true and solid basis, that a preferential arrangement within the Empire will be the salvation of the



British Empire and will tend to hold us together." (Applause.)

Mr. Cockshutt spoke at considerable length on the resolution, bringing forward argument after argument in support of an Imperial preference. He was followed by several speakers, nearly all of whom expressed their sympathy with the measure.

At Wednesday morning's session the chief interest centred around the debate on the Fast Atlantic Service and the speech of Sir William Holland in answer to Mr. Cockshutt. The debate on the preference was continued in the afternoon. It was then that Canadian manufacturers had a chance to voice their opinion on the momentous issue. Mr. P. W. Ellis of Toronto, was the spokesman for the Manufacturers and he addressed the Congress as follows :

#### MR. P. W. ELLIS SPEAKS

"My Lord Chairman and fellow members of the Congress, I can quite understand that there might be difference of opinion among us upon such a large question as the Imperial trade policy. Yet I believe we are generally agreed that the time is ripe for us to consider if we cannot have some character of commercial unity which will mean for the future commercial co-operation rather than commercial disintegration. And, gentlemen, I do not wish to convey the idea that we believe for one moment that the practical manner of putting that into operation shall be a uniform manner through all parts of the Empire, but I do believe that we can each, while legislating for our separate parts, take into consideration the needs of every other part, and if we do that we accomplish much and are in a fair way of accomplishing more. (Applause.)

#### TIMES HAVE CHANGED

Now, gentlemen, when the present policy of Great Britain was established some fifty years ago, things were very different from what they are to-day. Great Britain was the dominant industrial nation. Germany had not attained its present industrial supremacy. The United States, Great Britain's keenest competitor, was not then in that shape, and gentlemen, further, the colonies of Great Britain had not developed their powers of supplying her with food stuffs and raw materials. Sir William Holland remarked this morning that he wished that that ability to provide was largely increased; but how can it increase unless given the greatest possible encouragement. Now, gentlemen, things are changed to-day. Canada five years ago offered a preference to Great Britain, first of 25 per cent. off the imports into this country, and then, two years afterwards, of 33½ per cent.; that is, the goods of Great Britain come in to the ports of Canada—at least, the goods of foreign countries entering the ports of Canada must pay fifty per cent. higher duty than the goods of the Mother Country.

#### THE CANADIAN PREFERENCE

"Now, gentlemen, you may be sure that such a change of policy was calculated to injure the material interests of the manufacturers of Canada, greater, perhaps, than any other interests involved in this country. Yet, did they protest? On the contrary they were prepared to give their fellow British citizens a distinct advantage in the markets of Canada over the goods of foreign nations, and permit me just at this juncture to read to you a few words spoken by our beloved and foremost Canadian citizen, Lord Strathcona. (Applause.) At a banquet held in the Windsor Hotel in November, 1901, he said: "It speaks well for the true heartedness, for the loyalty and for the devotion of the manufacturers of Canada that not one word was heard against that preferential tariff with the Old Country. We must have been expected to be the first to find fault with it. It is indeed a happy thing to find the self-interest—for some of you must have felt that they would have had a somewhat better chance without the preferential tariff, but it is indeed a happy thing for us, and a happy thing for the Dominion as a whole, that we conceded these personal feelings and personal interests, to a large extent, and that we conceded to the general good not of the Dominion alone, but of the whole Empire."

#### A STRAIGHT STATEMENT

"Now, gentlemen, I want to be perfectly frank. I do not think anything is to be gained by hiding back the situation that we occupy (hear, hear), and I wish to say that so far as the manufacturers are concerned we have gone far enough (hear, hear,) and we will oppose strenuously any reduction in the present duties—any increase in the preference unless there is a corresponding increase in the duties, and before I conclude my remarks I hope to be able to show our fellow British manufacturers that there is ample opportunity for them to further and greatly develop their business in this market.

"Has the preference helped Great Britain? Observe how her exports to Canada were falling off until the preference came, and from that day to this it has been increasing.

"Now, gentlemen, we are to-day speaking to a resolution that we hope is going to grant some measure of substantial advantage to the various colonies of the Empire, in order that this condition introduced by Canada may become more general, and though we have not made it a condition, yet you may be sure we are quite prepared to receive heartily and openly any additional consideration that Great Britain can extend to the Colonies other than she is extending to foreign nations.

#### COLONIES GOOD CUSTOMERS

"The Colonies to-day, gentlemen, purchase \$2 per capita for every \$1 purchased by foreign countries. The trade, by the way, is not so

great. And why? Because our population is not yet equal to the population of the foreign countries, and as it grows the volume will be increased as the population is increased.

#### SOME TELLING FIGURES

"Now the bell has rung and I am going to pass over a few points that I proposed to touch upon and I am going to say a few words to the manufacturers of Great Britain. I want to say this: Last year we had a balance of trade in our favor with Great Britain of \$51,000,000 of money. We had a balance of trade against us with the United States of \$46,000,000 of money. In other words, of the \$51,000,000 received from Great Britain, \$46,000,000 had to be handed over to the United States in payment for goods which British manufacturers, had they been alive to their interests, could have furnished. (Great applause). Great Britain supplies of watch movements, \$3,360, out of a total import of \$672,063; of lamps and chandeliers, \$5,000 out of a total import of \$282,000; guns, \$250,000, of which Great Britain supplied \$24,000; brass goods, \$506,000, Great Britain supplied \$89,000, and yet, gentlemen, those goods had to pay 50 per cent. more duty than the British goods have to pay. (Hear, hear.)

"I thought the policy of the British individual was "a fair field and no favour," but we have greatly handicapped foreign nations, and yet British manufacturers permit foreign nations to monopolize more and more the markets of this Dominion.

"If the manufacturers of Canada are going to be hurt, we would rather be hurt by British manufacturers than by foreign manufacturers. (Cheers.)

"Gentlemen, what are the opportunities of Great Britain under the present conditions? We are told the preference is of no advantage because the duty that is left is still too high for them to scramble over. Remember the duties that Canada has at their fullest extent are only half what they are in the United States. (Applause.) Would you consider it an advantage if the United States would give you one-third off their high duties? How do you consider the one-third we have given you off our low duties? Now, here is your opportunity. Last year we imported \$24,000,000 from foreign countries of iron and steel goods and manufactures thereof. We imported \$2,800,000 of cotton fabrics and manufactures; of earthenware and porcelain ware, \$617,000; glass and glassware, \$2,700,000; laces, braids, cords, etc., \$1,000,000; hats, caps and bonnets, \$1,000,000; gloves and mitts, \$721,000; jewelry, \$696,000; lamps and lanterns, \$550,000; electric motors, \$1,530,000; dry lead, \$640,000; paper, \$1,726,000. These items alone represent nearly \$40,000,000 of trade in Canada alone, which might be kept within the Empire, and that does not give it all. There is ample opportunity yet for you



in the Dominion of Canada, under the present conditions, if you simply rise to the occasion, and as far as the Canadian manufacturers are concerned, we will take you by the arm while the foreigners take you by the leg." (Cheers.)

Speeches followed from many delegates and the debate was resumed at Friday morning's session. Finally matters threatened to come to a head when Mr. Cockshutt refused to allow Sir William Holland to modify the original resolution. Lord Strathcona stepped into the breach and proposed a compromise resolution, as follows:

"It is resolved that, in the opinion of this Congress, the bonds of the British Empire shall be materially strengthened and the union of the various parts of His Majesty's dominions greatly consolidated by the adoption of a commercial policy based upon the principle of mutual benefit, whereby each component part of the Empire would receive a substantial advantage in trade as the result of the national relationship, due considera-

tion being given to the fiscal and industrial needs of the component parts of the Empire; "That this Congress urges upon His Majesty's Government the appointment by them of a special commission composed of representatives of Great Britain and her colonies and India, to consider the possibility of thus increasing and strengthening the trade relations between the different parts of the Empire and the trading facilities within the Empire and with foreign countries."

This resolution was unanimously accepted.

#### BANQUET

The Congress' banquet was held on Thursday evening. It was a brilliant gathering, graced by the presence of His Excellency Lord Minto. Stirring speeches were delivered by Sir Wilfrid Laurier, Mr. R. L. Borden, Lord Strathcona, Lord Brassey, Sir William Holland and others.

After many minor resolutions had been disposed of on Friday morning, the Congress came to an end at 12.30 p.m.

## British Columbia Branch Annual Meeting

BRITISH Columbia members of the Canadian Manufacturers' Association held their annual meeting in Vancouver on Thursday, July 30th, at 11.30 a.m. The Chairman, Mr. Wm. Sulley, presided, and there was a large attendance of members present.

In his Annual Report, the Chairman dealt at length with the work accomplished by the British Columbia Branch. He pointed out the advantages secured by the members of the Association in having a permanent organization, representing the views of all the manufacturers in Canada.

The Secretary's Report showed a local membership of 35, representing the principal manufacturers in Victoria and Vancouver. A special effort would be made to bring the advantages of the Association before every manufacturer in British Columbia. The bounty upon lead, the hardship caused by lumber and shingles being on the free list, the necessity for dredging False Creek and the appointment of a Board of Harbor Commissioners were also referred to.

The election of Officers followed and resulted thus:

Chairman, D. R. Ker, Brackman-Ker Milling Co., Ltd., Victoria; Vice-Chairman, J. G. Woods, Woods & Spicer, Ltd., Vancouver; Secretary, William T. Stein, C. A.; Executive, Wm. Sulley, Cedar Cove; R. Seabrook, Victoria; B. R. Seabrook, Victoria; J. A. Sayward, Victoria; J. C. McLure, Victoria; H. J. Scott, Victoria; P. R. Brown, Victoria; J. W. Hackett, Vancouver; C. F. Jackson, Vancouver; J. F. Ross, Vancouver; L. A. Lewis, New Westminster; J. G. Scott, Vancouver; P. R. Hedley, Nelson; C. Hillyer, Nelson; W. S. Haskins, Nelson; F. G. Wolfenden, Armstrong; A. C. Flummerfelt, Grand Forks. Vice-

President for General Association, John Hendry, B. C. Mills T. & T. Co., Vancouver. Representatives on Executive Council, D. R. Ker, Victoria; J. G. Woods, Vancouver.

The Secretary reported that at least 160 persons were expected on the excursion from Eastern Canada on Sept. 28th, and that a large number of ladies were in the party. A draft programme was discussed, and it was decided to hold a meeting of the Executive to complete arrangements for the reception and entertainment of these guests while at the coast.

A unanimous vote of thanks was passed to the retiring Chairman, Mr. Wm. Sulley, and also to the Secretary, Mr. Wm. Stein, after which the meeting adjourned.

#### MANITOBA BRANCH ANNUAL MEETING

THE Manitoba Branch of the Canadian Manufacturers' Association held its Annual Meeting on Friday, July 31, in Winnipeg. A fair representation of the members was present.

The principal business transacted was the appointment of officers for the ensuing year. The following were elected:

Chairman—G. F. Bryan.  
Vice-Chairman—D. E. Sprague.  
Secretary—C. N. Bell.

Executive Committee—E. L. Drewry, E. F. Hutchings, Andrew Kelly (Brandon), John McKechnie, Geo. J. Maulson and R. Muir.

The following appointments by the Head Association were recommended:

Provincial Vice-President—E. L. Drewry.  
Representative on Dominion Executive—E. F. Hutchings.

During the past year the Branch held several meetings for the transaction of ordinary and routine business. Interest in the work of the Association was well maintained.

The members of the Branch are looking forward with great interest and pleasure to the visit of the members of the Association next month.

#### EXPORTS AND TARIFF

##### Remarkable Expansion of the Foreign Trade the United States under Protection.

(From the Seattle Post Intelligencer.)

The theory that under Protection commerce with foreign countries would disappear was tenaciously held by Free-Traders down to the present era. It was finally and reluctantly admitted that Protection would build up the industries of the country, but every Free-Trader was prepared to prove by irresistible logic that in so doing there would be a complete destruction of trade with the outside world. Even at this very moment there are arguments advanced by Free-Traders that our foreign trade cannot expand unless there is a relaxation in Protection.

In the teeth of all this, and despite every prediction of Tariff reformer and Free-Trader to the contrary, the export trade of the country has advanced, not merely as has the like trade of the other countries of the world, but by gigantic bounds. The policy which, according to closet theorists, was to leave us isolated, "hemmed in by a Tariff wall," has placed us not only in the first rank, but the very first country in the world in the volume of exports.

An export trade which has substantially doubled in volume in ten years' time certainly does not call for any change in legislation for the purpose of trying some experiments which it is alleged will better this condition. It is a condition out of all comparison better than is seen in any other country in the world. Our export trade has grown to these extraordinary proportions under a policy which the opponents of Protection predicted would result in the destruction of all our foreign trade. What value is there to their present predictions that a change in policy would bring better than these brilliant results?

It is to be noted further that notwithstanding our "Tariff wall" there are but three countries in the world which furnish a better market for the products of other countries than does the United States; and this despite the fact that the Protective Tariff has resulted in retaining the best portion of the greatest market in the world to the products of American mills and American mechanics.





# THE STEEL BOUNTIES

*Facts and figures which prove that the bounty system is not a drain on the country*

THE Montreal Star recently published the following statement made by a member of the firm of Drummond, McCall & Co., regarding the iron and steel bounties.

"I have read with much interest Mr. Fielding's notice of resolution in regard to the iron and steel bounties.

"There can be no question but that the provisions he suggests will be of very great value to the iron and steel makers of this country at the present juncture, and more particularly to the works at Sydney, C.B., because it deals specially with articles the manufacture of which I understand they are about ready to undertake.

"Presuming, however, that the intention of the Government is to gradually reduce the special bounties proposed on wire rods, structural steel and plates coincident with the reduction of bounties on the lines of manufacture provided for in the old schedule, then the arrangement must naturally be viewed as merely temporary in nature, sufficient no doubt to relieve the immediate situation at Sydney, but not sufficient to permanently encourage and build up the native iron and steel industry, unless indeed provision is made to increase the Canadian Customs duties as the bounties decrease.

"Aside from the arrangement of bounties, a revision of the Customs tariff is not only desirable but necessary, and that at the earliest possible date. The Tariff must conserve to us our home market, and as nearly as possible it should afford an equal degree of protection to the labor and capital employed in the making of every article in the iron and steel schedule. Otherwise we cannot expect in Canada a natural development of the business.

"In this respect the present tariff has not afforded sufficient encouragement. The bounties will help temporarily, but a full

revision of tariff must, in my opinion, be undertaken if the business is to be put upon a permanently solid basis.

"There is one important point that can well be urged in justification of the bounties granted to the manufacturers of iron and steel, and that is that the establishment of works at the ports of Sydney, Sault Ste. Marie, Hamilton and Midland has brought about an increase in revenue that more than returns to the country the bounties paid. A reference to the blue books will, I think, prove this to be an actual fact."

The question of whether the giving of bounties to the steel and iron manufacturers of Canada is really a drain upon the country, or whether it is more than made up by the increased business contingent, and directly attributable to these enterprises is brought out most clearly in a schedule which was prepared by the Messrs. Drummond, and a copy of which is now in Mr. Fielding's hands.

In selecting the ports in question, Deseronto, Hamilton, Sault Ste. Marie, Sydney, North Sydney, Pictou, New Glasgow and Midland, care was taken to pick upon the ports of entry where the increases are directly and indisputably attributable to the industries mentioned and without which they would be back in the old rut in which they were previous to 1896 and '97, when the bounties were inaugurated and the enterprises started.

## CUSTOMS REVENUE BY PORTS—1896-7 AND 1900-1.—AUDITOR-GENERAL'S REPORTS

| Ports                 | 1900-1      | 1896-97     | Inc. 1900-1 over 1896-97 |
|-----------------------|-------------|-------------|--------------------------|
| Deseronto .....       | \$11,100.45 | \$10,491.22 | \$609.23                 |
| Hamilton .....        | 771,562.77  | 555,144.61  | 216,318.16               |
| Sault Ste. Marie..... | 369,369.59  | 52,332.69   | 317,036.90               |
| Sydney .....          | 322,423.59  | 17,096.70   | 305,326.89               |
| North Sydney .....    | 25,914.63   | 13,340.82   | 12,573.81                |
| Pictou .....          | 42,887.93   | 35,997.22   | 6,908.71                 |
| New Glasgow .....     | 8,814.18    | .....       | 8,814.18                 |
| Midland .....         | 12,081.18   | .....       | 12,081.18                |

## BOUNTIES PAID BY DOMINION GOVERNMENT FROM 1896-97 TO 1900-01

|                                                         | 1900-01.     | 1899-1900.   | 1898-99.     | 1897-98.     | 1896-7.        |
|---------------------------------------------------------|--------------|--------------|--------------|--------------|----------------|
| On pig iron .....                                       | \$351,259.07 | \$238,296.14 | \$187,954.35 | \$165,654.25 | \$ 66,508.09   |
| On puddled iron bars..                                  | 15,703.09    | 10,121.10    | 17,511.02    | 7,705.78     | 3,018.82       |
| On steel ingots.....                                    | 100,057.74   | 64,360.29    | 74,644.28    | 13,072.28    | 17,266.16      |
| Increase in revenue over                                |              |              |              |              | Total 4 years. |
| 1896-7 .....                                            | 879,669.06   | 653,252.06   | 101,386.76   | 67,507.26    | 1,711,815.14   |
| Bonuses paid.....                                       | 468,021.90   | 312,777.53   | 280,109.65   | 186,432.31   | 1,247,341.35   |
| Increase in revenue as compared with bonuses paid ..... | 411,647.16   | 340,474.53   | 178,422.89   | 118,925.05   | 464,473.75     |

|                                           | New bounty. | Former bounty. |
|-------------------------------------------|-------------|----------------|
| From July 1, 1903 to June 30, 1904 .....  | \$2.70      | \$2.25         |
| From July 1, 1904, to June 30, 1905 ..... | 2.25        | 1.65           |
| From July 1, 1905, to June 30, 1906 ..... | 1.65        | 1.05           |
| From July 1, 1906, to June 30, 1907 ..... | 1.05        | 0.60           |

From the above it will be seen that the

total increase in revenue of these ports from the years 1896 to 1901 amounted to \$1,711,815.14, and that in the same period the bounties paid amounted to \$1,247,341.39, a clear profit for the Government of \$464,-

473.75. In other words the Government is nearly a half million ahead by the operation, for had not the industries been started the ports would not have increased their imports to any appreciable degree.

In these calculations such ports as Montreal, Toronto and the like are not considered, for the reason that it would be impossible to determine what proportion of the increases would be attributable to these enterprises, though at the same time a good round increase at all the chief ports of Canada is no doubt due to this cause. It might be safe to say that to the \$1,711,000 could be added 25 per cent. as a just proportion of imports which would find their way indirectly to the manufacturing centres named, bringing up the grand total to upward of \$2,125,000.

## CANADA AT OSAKA

IT is not very generally known that the Canadian exhibit at Osaka was one of the features at the great Japanese exposition held in that city this spring. It had a character all its own and was bound to impress the visitor. Though it was at first intended to make use of the Foreign Samples Building for the display, it was subsequently decided to erect a Canadian Building.

In this building the central scheme was the work of Mr. W. H. Hay, who was responsible for the famous coronation arch in London. A huge crown of red material with a framework of ears of corn was represented as resting upon a sheaf of grain. This was surrounded by smaller sheafs, beneath which appeared a most tasteful arrangement of grains and cereals of various kinds from all parts of Canada.

The cold storage case in which were shown perishable food products was built of Canadian timber. It had massive plate-glass windows and was some thirty feet square. The refrigerating machinery adjoined the case and was in operation in full view of the public.

To the right of the entrance the Canadian Pacific Railway Company had an attractive exhibit. On the other side of the building a long counter was erected, at which the process of bread-making was exhibited. Other exhibits included pulp woods, arranged to show the various stages through which the pulp passes in the course of its transformation into paper, pickled fruits in bottles from Ontario, Quebec and Nova Scotia, tins of corned beef and salmon, etc. Arranged along one side of the building were a number of Canadian-made mirrors, chairs and articles of household furniture and some samples of ironwork.



## DIPLOMATIC AND CONSULAR REPORTS

The following Diplomatic and Consular Reports are now on file in the Library of the Association.

2987. Trade of Bussorah for the year 1902.

2988. Trade, etc., of the States of California, Nevada, Utah and Arizona for 1902.

2989. Prussian Estimates for the year 1903-04.

2990. Trade of Roumania for the year 1902.

2991. Trade and Agriculture of Consular District of Piraeus for the year 1902.

2992. Trade of Cadiz and District for 1902.

2993. Trade of Reunion for 1902, France.

2994. Trade and Agriculture of Denmark for 1902.

2995. Trade of Corea for 1902.

2996. Trade of Porto Alegre, Brazil, for 1902.

2997. Agriculture of Consular District of Odessa for 1902.

2998. Trade of the Consular District of Hamburg for 1902.

2999. Trade of Newchwang for 1902.

3000. Trade of South Formosa for 1902.

3001. Trade of Consular District of Philadelphia for 1902.

3002. Trade of Bulgaria for 1902.

3003. Trade of Consular District of Erzeroum, Turkey, for 1902.

3004. Trade of Nanking for 1902.

3005. Trade of New Caledonia for 1902.

3006. Trade of Wuchow for 1902.

3007. Trade of Paraguay for 1902.

3008. Trade of Malaga and District for 1902.

3009. Trade of Japan for 1902.

3010. Trade of Corsica for 1902.

3011. Trade of Dunkirk for 1902.

3012. Trade of Swatow for 1902.

3013. Trade of Kiungchow for 1902.

3014. Trade of Stockholm and Eastern Coast of Sweden for 1902.

3015. Trade of Trieste for 1902.

3016. Trade of Consular District of Bordeaux for 1902.

3017. Trade of Venezuela for 1902.

## OFFICIAL PROGRAMME

## 32nd Annual Meeting Canadian Manufacturers' Association, TO BE HELD IN THE KING EDWARD HOTEL, TORONTO, September 16, 17 and 18, 1903.

## WEDNESDAY, SEPTEMBER 16th.

## Section Meetings

|             |                                      |        |
|-------------|--------------------------------------|--------|
| 10.00 a. m. | —Agricultural Implement Section..... | Room E |
| " "         | Woollen Section.....                 | Room F |
| " "         | Engine and Boiler Section.....       | Room G |
| 12.00 Noon  | Hat Section.....                     | Room E |
| " "         | Wagon Section.....                   | Room F |
| " "         | Cement Section.....                  | Room G |
| 2.30 p. m.  | Cotton Section.....                  | Room E |
| " "         | Stove Section.....                   | Room F |
| " "         | Box and Box-Shooks Section.....      | Room G |
| 4.00 p. m.  | Gold and Silver Section.....         | Room E |
| " "         | Carriage Section.....                | Room F |
| " "         | Manufacturing Grocers.....           | Room G |

## Reception and Opening Session

8.00 p. m.—Reception to Members of the Association and their friends in the Ontario Legislative Buildings, Queen's Park. (Tendered by the Members of the Toronto Branch.)

## ADDRESSES OF WELCOME

His Worship the Mayor of Toronto.  
The Honorable the Premier of Ontario.  
The Chairman of the Toronto Branch.

Music and Refreshments.

## THURSDAY, SEPTEMBER 17th.

9.30 a. m.—Opening Exercises.  
The President's Annual Address, Cyrus A. Birge, Esq.  
Minutes of last meeting.  
Appointment of Resolutions Committee.  
Report of Treasurer.  
Report of Secretary.

2.30 p. m.—Report of Reception and Membership Committee.  
Report of Railway and Transportation Committee.

2.30 p. m.—Report of Commercial Intelligence Committee.  
Report of Industrial Canada Committee.  
Report of Special Committee *re* Canadian Copyright

4.00 p. m.—Garden Party (under the auspices of the Daughters of the Empire at Government House).

8.00 p. m.—Theatre Party—(Under the auspices of the Toronto Branch).  
DeWolf Hopper in "Mr. Pickwick" at the Princess Theatre.

## FRIDAY, SEPTEMBER 18th.

7.30 a. m.—Report of Parliamentary Committee.  
Report of Tariff Committee.  
Report of Special Committee *re* "Labor Problems."  
Report of Resolutions Committee.  
Election of Officers and Standing Committees.  
Next Place of Meeting.

3.30 p. m.—Complimentary Drive, tendered to the delegates and their friends by the City of Toronto (leaving King Edward Hotel).

7.00 p. m.—The Annual Banquet of the Association in the American Dining Room, King Edward Hotel.  
Reception immediately before in the Banquet Hall.



# Industrial Activities

## OF THE MONTH



The Sherlock-Manning Organ Co., of London, were exhibitors at the Winnipeg Exhibition, and are well pleased with the results attained. A contract for 900 organs was placed with them by the J. J. H. McLean Co., of Winnipeg.

Ritchie & Ramsay, the coated paper manufacturers of New Toronto, have added a new power plant to their factory. It consists of a 200 h. p. water tube boiler and a 150 h. p. high speed engine. An extension, 60 x 40 feet, is being added to the eastern wing of the factory for storage purposes. Recently two "shifts" of men were put on so that the factory could be run night and day.

J. J. Turner & Sons, of Peterborough, makers of tents, awnings, etc., report a large demand for their goods in all parts of the world. They are doing a large export business and sending heavy shipments in particular to London, England.

Mr. T. F. Byrne, manager of the Australian Branch of the Canada Cycle and Motor Co., is at present in Canada in connection with the Australasian trade of the company. Mr. Byrne reports conditions in Australia as greatly improved, the drought of last year being practically over.

The Hamilton Facing Mill Co., Limited, of Hamilton, have completed their new building to take the place of that burnt on June 2. They have now a very finely equipped mill.

The Canada Carriage Co., of Brockville, owing to increase of business, have had to erect a new wood shop, 186 x 60 feet and two stories high. They report foreign trade as especially good and growing.

S. J. Roy has removed his creamery from Sabrevois to St. John's, Quebec. He has put in a fine modern plant at a cost of over \$20,000, giving a capacity of 15,000 lbs. of butter per day. He is also making casein, having a contract with the Casein Co. of America.

The Jenckes Machine Co., of Sherbrooke, are erecting temporary shops at Chippewa, Ont. These will be used during work on the penstock for the Ontario Power Co. It is expected that work on the penstock will soon be commenced, and every endeavor

will be made to complete it early in the spring of 1904.

Casavant Freres, builders of church organs at St. Hyacinthe, Que., have increased their shops by one-third and have installed new machinery. Their capacity is now from \$90,000 to \$100,000 on church organs alone.

The Standard Chemical Co., of Toronto, Limited, are adding to their equipment at Longford Mills a conveyor for charcoal in order to facilitate sacking operations. This company proposes putting their charcoal up in paper sacks at the producing point and shipping all over the country charcoal all ready to carry home.

The H. R. Lamb Fence Co., Limited, of London, have just completed the erection of a new factory 119 x 92 feet. They have also lately opened a branch office at Winnipeg.

The Western Foundry Co., of Wingham, have finished the erection of a storage warehouse 60 x 150 feet and are now commencing to build a permanent addition to their moulding shop, 40 x 105 feet, and a new cupola house.

The London and Petrolea Barrel Co. are erecting another large building and increasing their plant.

Hutchison, Shurley & Derrett, of Toronto, manufacturers of twines and cordage, are adding 45 x 60 feet to their floor space by an addition to their present buildings. The new portion, fitted with new machinery, will be used as a braiding room. The old braiding room will be utilized as a shipping room.

The Guelph Axle Mfg. Co. intend putting in a modern plant for making all kinds of carriage springs.

The Sanderson-Harold Co., Limited, manufacturers of refrigerators, screen doors, etc., at Paris, Ont., have found it necessary to add a large building to their present plant. The new building is to be two stories, 50 x 100 feet.

Mr. E. T. Carter, Toronto, successor to the late John Hallam, is now receiving at his warehouses his season's purchase of North-West wool, nearly half a million pounds. His son, Mr. H. C. Carter, has

just returned from a three months' visit to the Old Country where he visited all the principal wool markets in Great Britain, France and Belgium.

John Wanless & Co., manufacturing jewelers of Toronto, have been improving their factory for some time past. One of their latest additions is an improved speed power press.

E. Berliner, of Montreal, is starting a new factory to increase the output of gramophones. His new premises are at 201 Fortification Lane.

The L. McBrine Co., of Berlin, manufacturers of trunks and valises, owing to increasing business, will shortly commence erecting a new and larger factory. They have disposed of their old premises to the Berlin Robe Co.

The Staples & Hanford Springwork Company, of Montreal, manufacturers of the S. & H. Guaranteed Springwork Construction, are installing a very elaborate tempering and japanning plant in connection with their springs department. The plant is being erected under the personal supervision of a japanning and tempering expert. The result will be a considerable increase in the output of springs, the firm having been severely handicapped in the past in this department.

The Massey-Harris Co., Limited, of Toronto, have just received the royal command to instal a Massey-Harris binder on King Edward's Osborne farm.

The British Columbia Manufacturing Co., Limited, of New Westminster, B.C., have added a saw mill of 20m. feet per day to their plant and will now saw their own lumber. Their factory requires about two millions annually.

Tebbutt Bros., wholesale shoe manufacturers, of Three Rivers, have enlarged their plant by additional buildings and have put in considerable new machinery.

The Forsyth Granite and Marble Co., Limited, of Montreal, have re-opened a branch on Bleury St. for the sale of monuments. They have built an attractive office and cutting shed, faced with their Thousand Island red granite.



The Britannia Mfg. Co., Limited, of Halifax, have again enlarged their premises and put in additional machinery, thus increasing their output considerably.

The works of the H. C. Slingsby Co. in Montreal are at present being enlarged. The factories are equipped with railway sidings and other labor-saving devices.

The business of W. H. Storey & Sons, of Acton, and W. J. Chapman, of Wingham, have been merged and incorporated under

the style and name of W. H. Storey & Sons, Limited. The business will be carried on at Acton, at which place it was established in 1868.

U. Pauze & Son, manufacturers of doors, sash, blinds, mouldings, etc., in Montreal, have moved into their new factory at 106 St. John St., St. Henri, Montreal.

A. H. Post & Co., shipping agents, of New York, have opened an office at No. 308 Congress St., Boston, Mass.

## FOREIGN TRADE NEWS

### TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies**—A **Belgium** correspondent writes, asking to be put in touch with Canadian shippers who desire to have their goods introduced in Belgium. He has had considerable experience travelling in all parts of Belgium, and desires to look after business on an agency business.

**Agencies**—A firm of merchants and agents at **Calcutta**, being desirous of interesting themselves in Canadian trade, are anxious to correspond with parties in the Dominion with a view to business.

An engineers' agent, having an office in **London**, desires to secure the representation of one or two good Canadian firms.

**Apples**—Enquiry has been made by a **Somerset** house, respecting available supplies in Canada, of boiling and cider apples for export.

**Bolts and Washers**—A **London** correspondent sends sizes for cuphead carriage bolts, car bolts and iron washers, and asks for lowest quotations, f.o.b. port.

**Cattle**—A correspondent in **Malta** has asked that he may be placed in touch with Canadian cattle shippers.

**Cider**—An important firm of cider merchants in **Ebley, England**, are making enquiry with a view to placing large orders for cider with Canadian exporters.

**Fish, Cod**—Enquiry is made by a **London** house for names of shippers of Gaspe dried codfish from Canada.

**Food Products**—A **Swiss** importer wishes to get into communication with Canadian exporters of food products at the different ports of shipment.

**Fruit and Vegetables**—A wholesale fruit and vegetable merchant and commission agent in **London** is looking out for agencies of Canadian shippers.

**Grain**—A **London** firm doing a brokerage and merchant's business in grain, chiefly wheat, is anxious to obtain the agency for a reliable firm of grain merchants in Canada.

**Handles**—A **Staffordshire** company, manufacturing edge tools, wishes to hear from Canadian manufacturers who can supply hickory handles for same in quantity.

**Meal-Flake and Cut**—A **Belfast** firm offering good references, is desirous of representing reliable Canadian milling firms exporting flake and cut meal, etc.

**Mouldings**—Enquiry is made by a **Glasgow** firm for names of Canadian manufacturers of oak mouldings.

**Ore, Iron**—The names of parties in Canada able to ship ore for **German** steel works, are asked for.

**Ploughs and Implements**—A **South African** firm enquire, through their English agents, respecting Canadian-made disc ploughs, mealie planters and manna sowing machines.

**Rims**—A **London** correspondent sends specifications for different sizes bent hickory rims.

**Rubber Tires**—An **English** correspondent desires to procure rubber tires in Canada, for carriages, motors, etc.

**Timber**—A correspondent in **Montserrat, B.W.I.**, desires to procure 12 number 1 quality elm planks, 25 ft. long, 2 in. thick, and about 13 in. wide. This timber is for use in re-timbering English-built lighters.

**Timber**—A well-known correspondent of the Association in **London** sends specifications for poplar and hickory planks, pine lumber and shelving.

**Whisky**—A correspondent in **London, England**, desires to get in touch with an exporter of Canadian rye whisky. The idea is to import the same in bulk, and bottle it in England. He asks for lowest prices per English gallon.

### TRADE OPENINGS IN BIRMINGHAM

Mr. Peter B. Ball, Commercial Agent of the Dominion in Birmingham, has forwarded us since our last issue some very important enquiries, also some specifications and samples of several different lines of goods that there are openings for. We will be very glad to provide the addresses of the parties enquiring to our members on application. The different enquiries are as follows:—

**Handles**—A firm using large quantities of handles for chisels, awls, etc., wish to place themselves in communication with firms who can supply their demands.

**Hardware**—A firm of shippers in **Birmingham**, doing a large trade to South Africa, enquire for firms manufacturing general hardware, such as hammers, saws, etc., roofing material in galvanized iron, building materials, agricultural implements, including ploughs, harrows, hoes, shovels, rakes, and anything made in Canada for general South African trade.

**Apples**—A firm manufacturing large quantities of cider, would like to be placed in communication with a firm who can export regular cider apples, or any apples Canada produces to take their place.

**Boxes**—A firm in **Liverpool** wish to purchase large quantities of soap boxes, inside measurement to be 14½ in. x 11½ in. x 8½ in., ends ¾ in. thick, tops, bottoms and sides ¾ in. thick, sides and ends in one piece, tops and bottoms in two pieces, to be packed in shooks and bundles by wire.

**Mica, Plumbago, etc.**—A firm in **Liverpool** wish to get in touch with shippers of mica and plumbago or graphite.

**Flour**—A firm of flour merchants would like to arrange with a Canadian mill for regular supplies from 200/250 barrels per day.

**Salmon, Game, Poultry**—A firm of salmon, game and poultry salesmen would like to make arrangements for regular shipments, can also handle large quantities of salmon from British Columbia.

**Scantlings**—A firm of mattress manufacturers wish to purchase from Canada about 20 standards per month of pitch pine scantlings, sizes varying from 2¼ in. x 1¼ in. to 3½ in. x 2¼ in.

Samples together with specifications are to hand for bed rails and riddle rims. The bed rails are of two kinds, one simply a straight piece of timber, the other with an O.G. moulding at each end. The riddle rims are described as oak gravel and oak common. Sieve rim and ledge made from ash, elm or beech, and ask cook's sieve rim and ledge. These, of course, are in several different sizes and large quantities of each asked for.



### FOR THE AUSTRALIAN MARKET

A large firm in **New York**, export commission merchants, have written the Association, asking to have forwarded to them catalogues in duplicate, together with lowest cash export prices for the following goods. They ask for prices quoted f.o.b. cars, New York, shipments to be made in bond.

Butter workers, axe handles, agricultural implement handles, stoves, chimneys, ladders, churns, staves, hatchets, wrenches, brooms, Shovels, wringers, pipe fittings, cartridges, tacks, wood pails and tubs, saws, shade rollers, hay forks, wash boards, lanterns, butter dishes, clothes pins, wall paper.

### RUSSIA

A **Russian** correspondent goes into several matters of interest between Canada and Russia in a letter as follows:—Tallow had been imported on different occasions, and the price suitable, but cargo on arrival was not up to sample. The result is that merchants there will not now accept draft until after the goods have been examined.

All kinds of Canadian agricultural implement and repair pieces find a ready sale, and United States and Canadian Companies already have agencies in Odessa. Our correspondent invites Canadian firms to take this matter up with them.

All kinds of patent chemical articles which have a wide industrial application should be readily sold, and the writer takes a personal interest in inventions which have a wide application.

He also speaks very encouragingly of the openings in Odessa for capitalists, saying that money can be let out at from 8 to 12% per annum on perfectly safe mortgages.

### NEW ZEALAND ENQUIRIES

A general merchant, indenter, and importer of general merchandise in Christchurch, N.Z., having seen the Canadian Trade Index issued by the Association, desires to get in touch with Canadian shippers of the different lines given below. He asks for catalogues with cost f.o.b. port and discount. All kinds of tobacco and tobaccoist goods, barbers' supplies, fancy leather goods, jewelry, soap and perfumes, clothes, wringers, lamp chimneys, electro-plated ware, tobacco cutters, enamelled ware brushes, stationery, brown paper and bags, twine, rope and patent medicines.

### OPENINGS IN THE JAMAICA MARKET

A new institution known as the Jamaica Industrial Co-operative Society, Ltd. has been established in Jamaica and write asking for catalogues, price lists and all other information necessary for importing the following articles from Canada, the business to be established to be a wholesale and retail business and will be opened up early this fall: Flour, meal, codfish, herrings, mackerels,

pork, hams, cheese, butter and general groceries. Hardware in leather, shoemakers' requisites and boots and shoes. Ironmongery in hocks, bolts, hinges, pots, galvanized roofing, buckets, screws, wire nails, horseshoe nails, bar iron of all dimensions, etc.

### AN ENGLISH ENQUIRY

**Oils, spruce, hemlock and pine**—Two separate enquiries have been received by the Association from English merchants for manufacturers and shippers of spruce, hemlock and pine oils. This is an article that our country should be particularly well adapted to supply. As yet, however, we have not been able to interest any shippers, and would be glad to have information regarding the production and supply of the same. Address of enquiries will be given on application.

### SEEKING EMPLOYMENT

Through the offices of the Association a great number of emigrants from Great Britain have been helped to secure suitable situations without the least difficulty. This is quite readily done when the person enquiring is a mechanic or has a trade, for such there is practically an unlimited demand. Difficulty sometimes arises, however, when the enquirer does not know just what he wants himself. Below we give contents of a few letters we have received, and shall be glad to furnish the addresses of the writers to anyone making enquiries:

**Kingswinford, England.** A correspondent whose employment has been an engineer in charge of an engine at coal pits in Staffordshire, England, desires to come to Canada, provided he can get suitable employment. He sends a recommendation from his previous employer.

**Leicester, England.** A Scotchman, 25 years of age, who has had experience in designing and building motor carriages, desires to get a position in Canada in which he can also have a share of the profits of the department he is in charge of. He sends particulars of the motor car designed and built under his instruction.

### CHILE

A communication from Chile reads in part as follows:—

"As this Company contemplate the installation of a power, mining, hoisting, transportation, milling, amalgamating, concentrating and cyaniding plant, we will be greatly obliged to you for complete catalogues with as many details of prices as possible."

### RECIPROCITY IN TARIFFS

*Simcoe Reformer.*

There are seventy-five millions of people in the United States. The men in that country prepared to vote for an equitable trade treaty with Canada can still be counted by tens or scores. The acquiescence of the senate of the United States in such a treaty

is only to be dreamed of. The idea may well be abandoned and a new tack taken by Canada. We hold the weapon, and the only weapon, with which Uncle Samuel may be reached. Why do we hesitate to use it? Canada has talked reciprocity in trade long enough. Let us talk reciprocity in tariffs for awhile. At present the Yankee protectionists are simply laughing at us. And, frankly, we do not blame them.



**FIRE-PROOF GLASS WINDOWS.**

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

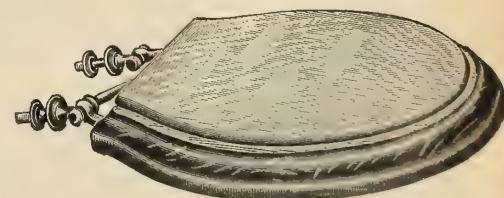
This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write  
**METALLIC ROOFING CO., LIMITED,**  
 Wholesale Mfrs.  
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 STOOLS  
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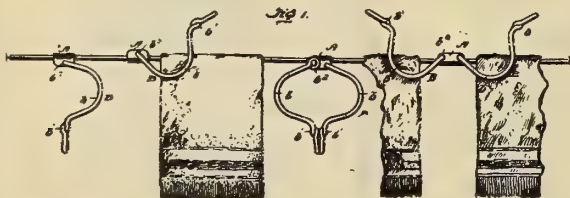
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**SPRINGS, FROGS,  
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FOR STEAM AND ELECTRIC RAILWAYS

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## Canadian Manufacturers—Attention !



GENTLEMEN,—I will sell outright or place on royalties to right parties, for immediate manufacture and continuous sale, these all metal clothes pins, under Canadian Patent No. 63838. They do not rust, slide anywhere, and are always on the line ready for use. Send for sample.

United States Patent also for sale, No. 625,261.

Address W. I. F. HARDEN, Hartford, Kansas, U.S.A.

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The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also Cold Storage Accommodation for the carriage of perishable freight.

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On any firm in the world can be procured by members of the Canadian Manufacturers' Association at the rate of \$1.50.

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They also save time, which means MORE MONEY

Write for Circulars

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## “Everything for the Tinshop”

We are the only manufacturers on the American continent who can supply everything that is required to stock a Tinshop.

Our industries include immense tin and enamel ware factories as well as the largest stove foundries in Canada.

All other manufacturers confine their output to one only of these lines.

In addition to the goods made in our factories we handle all other lines required in the tinware business, such as refrigerators, ice cream freezers, etc., etc.

By consolidating his account with us a customer can order in car load lots, and by doing so, effect quite a saving in freight, as well as securing many other advantages which one line manufacturers cannot afford to give.

## The McClary Mfg. Co.

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# Important Announcement TO ADVERTISERS.

**A Special Convention Number** of INDUSTRIAL CANADA will be published on October 1, containing a complete report of the Annual Convention of the Canadian Manufacturers' Association, to be held in Toronto on September 17th and 18th. It will consist of at least 120 pages, will be fully illustrated, and will have a circulation of at least 5,000 copies. The work of the Association must be made public, and to that end no expense will be spared to give the October issue a world-wide circulation.

**An Important Western Edition** of INDUSTRIAL CANADA will be published on November 2, giving a graphic account of the Pacific Excursion to be taken by the Association in September and October. It will be the first publication of its kind to give a detailed description of the industrial possibilities of the Great Canadian West. A wide circulation in all the business centres of the West is guaranteed.

## COMBINATION OFFER.

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TORONTO, September 1st, 1903.



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(MADE IN CANADA)

BELTING
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GASKETS

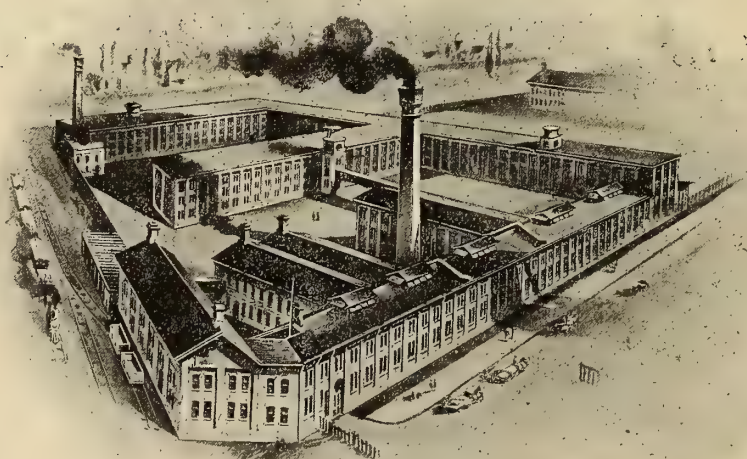
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SUPERIOR
.. IN ..
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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.
The best fitting, best wearing and most stylish rubber footwear on the market.

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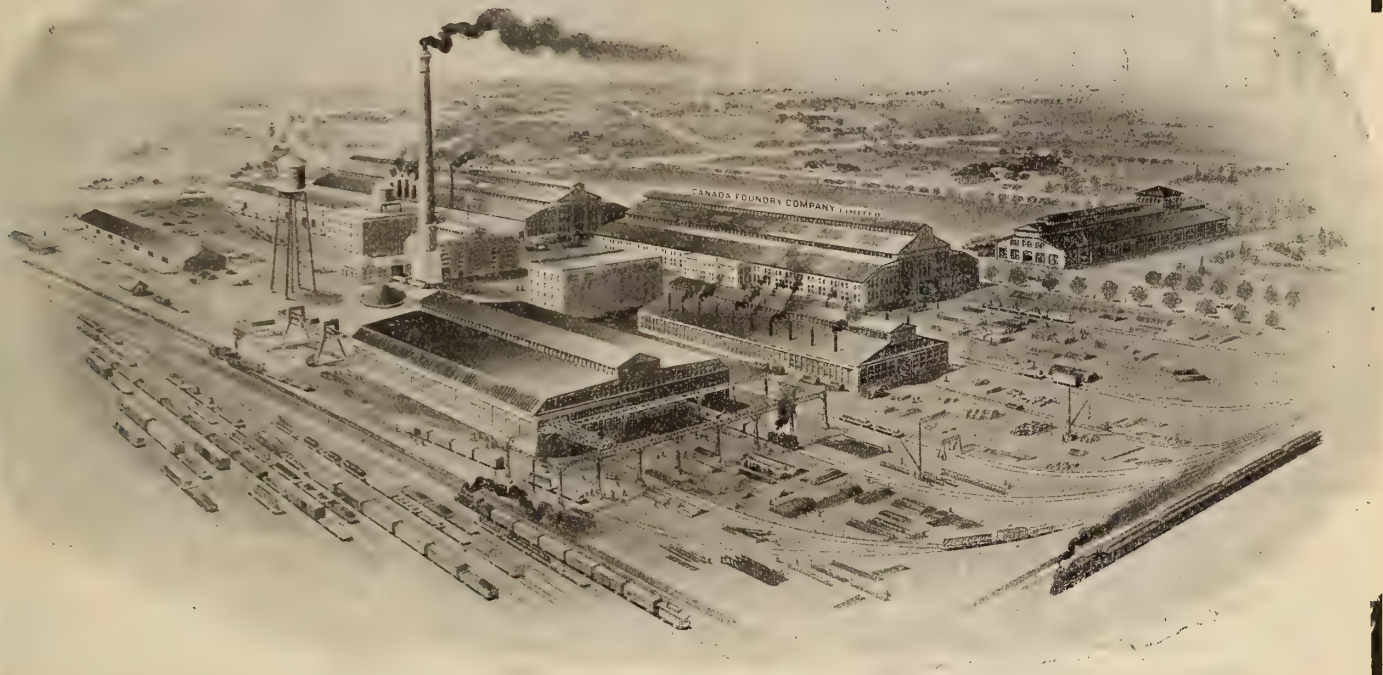
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We also manufacture Locomotives, Boilers, Engines, Railway and Highway Bridges, Structural Steel Work

Architectural and Decorative Ironwork of every description,
Wrought Iron Fences, Valves, Hydrants, Cast Iron
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It is the HIGHEST NON-CONDUCTOR made, for covering
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The first cost of covering your steam pipes with MICA COVER is
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Dealers in Engineers' and Mill Supplies. Contractors to the
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The Sovereign Bank of Canada

Capital, \$1,300,000.00

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The Sovereign Bank of Canada is in a position to handle banking business of every description in accordance with modern ideas.

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This water-mark in each sheet.

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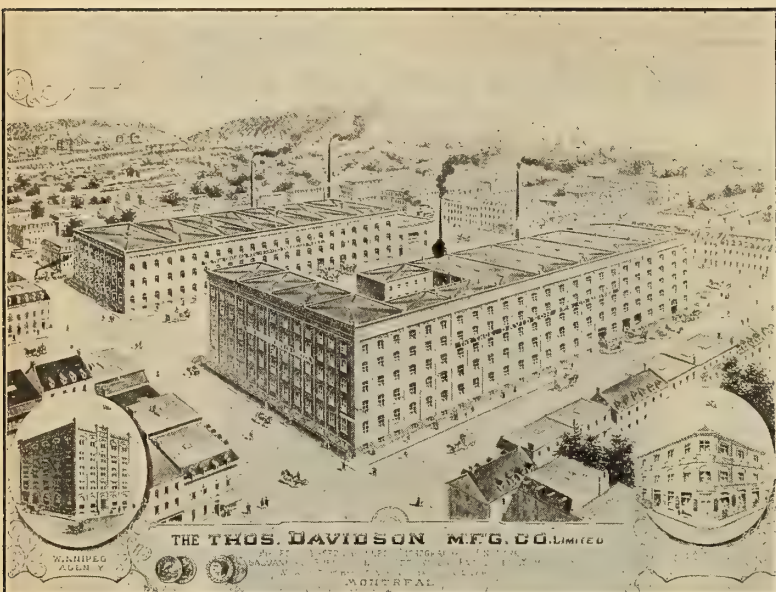
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Your Printer can supply you*

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CATALOGUE PAPERS made in Canada,

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HIGHEST GRADES OF

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LUBRICATING OILS

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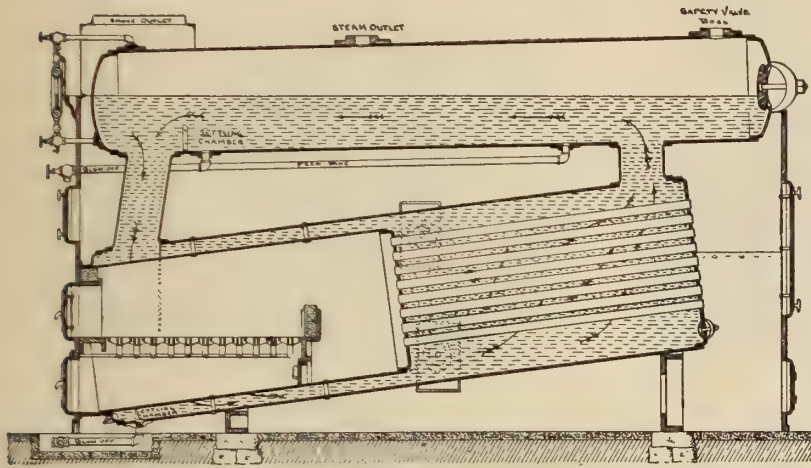
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Combines the Best Qualities of other Boilers.



The Mumford Standard internally fired boiler combines to a remarkable extent the best features of the Scotch and English types of internally fired boilers, together with the lighter weight, less floor space and more perfect circulation of the best boilers of the American water tube type.

The Construction throughout, except the tube sheets, is cylindrical and spherical, requiring no stays; the boiler is supplied with an outer steel casing or for brick setting as desired by the customer.

The steam and water space is divided between two cylindrical shells: the thickness of plate is not so great as in the Scotch marine type, and the expensive and troublesome rear combustion chamber is avoided.

Robb Engineering Co., Ltd. : Amherst, N.S.

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MARINE ENGINES—Simple, Compound and Triple Expansion

STATIONARY ENGINES—Brown Automatic Type

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Our Appraisal secures an absolute and incontestable proof of loss in event of fire, and saves money on insurance premiums; facilitates a prompt and satisfactory sale or transfer of any property upon a correct basis. **It is invaluable** for manufacturing plants, to owners or intending purchasers in event of any change of ownership; for the proper determination of values in case of partnership interests; winding up of business; settlement of estates; and the organization or reorganization of joint stock companies.

No delay, and a large saving of both time and money.

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First in 1896, Foremost ever since.

Building Material and Machinery of all
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General Indenters for Farming Implements,
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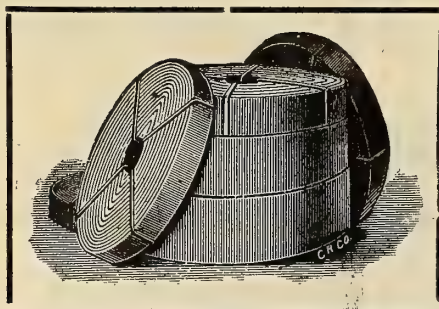
**CANADIAN MANUFACTURED
GOODS OUR SPECIALTY.**

Cable Address—"COMFORT."

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Exploration Bldgs.,
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Correspondence Solicited and Manufacturers' interests protected.

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Carriage GoodsDruggists' SundriesCement, etc., etc.

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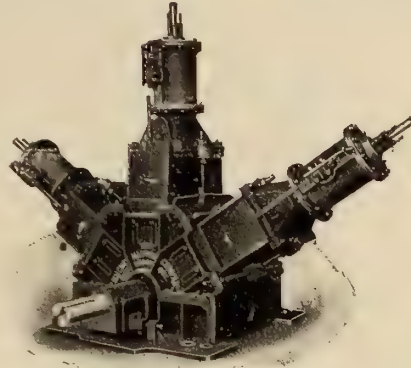
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MONTREAL, TORONTO, WINNIPEG, VANCOUVER.



THE "Express" GRINDER

Eighteen of these grinders, our latest pattern, were recently installed by us in the mills of The Brompton Pulp and Paper Company, Brompton Falls, Que.



Seven of this type are also in course of construction for the Canada Paper Company, Windsor Mills, Que.

Prices and description will be promptly furnished on application

This is our latest production in efficient, high-speed Grinders

The Jenckes Machine Company

625 Lansdowne Street SHERBROOKE, QUEBEC

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"OLD SYDNEY COAL"
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and.
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BANK OF HAMILTON

J. TURNBULL, General Manager

HEAD OFFICE, - HAMILTON, ONT.

CAPITAL
\$2,000,000

RESERVE
\$1,700,000

TOTAL ASSETS
\$22,000,000

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Beamsville
Blyth
Brandon, Man.
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Chesley
Delhi
Dundas
Dundalk
Dunnville
Georgetown
Gladstone, Man.
Grimsby
Gorrie
Hamilton
Barton St.
East End
West End

Hamiota, Man.
Hagersville
Indian Head, N.W.T.
Jarvis
Kamloops, B.C.
Listowel
Lucknow
Manitou, Man.
Midland
Milton
Mitchell
Minnedosa, Man.
Miami, Man.
Moose Jaw, N.W.T.
Morden, Man.
Niagara Falls
Niagara Falls South
Orangeville

Owen Sound
Palmerston
Pilot Mound, Man.
Plum Coulee, Man.
Port Elgin
Port Rowan
Roland, Man.
Saskatoon, N.W.T.
Simcoe
Southampton
Stonewall, Man.
Teeswater
Toronto
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Wingham
Winnipeg, Man.
" Grain Exchange Branch
Winkler, Man.
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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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51-53 Wellington West, TORONTO.

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER.

The Rolland Paper Company

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Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earncliffe Linen Ledger," Grand Prix, Paris, 1900.

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Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

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DUNDAS, CANADA.

P. Bertram, Manager.

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Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

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Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

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Canada Cycle & Motor Co'y, Limited,

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Makers of Children's Vehicles, Reed and Rattan Furniture.

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Envelope and Writing Paper,

Colored Flats and Linen Ledgers.

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High grade Paper Makers.

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We are also the largest manufacturers of biological products in the world. Our laboratories are always open for professional inspection.

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Manufacturers of High-Grade Upright and Grand Pianos, Reed Organs, and Automatic Piano and Organ Players.

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Manufacturers of High-Grade, Grand and Upright Pianofortes.

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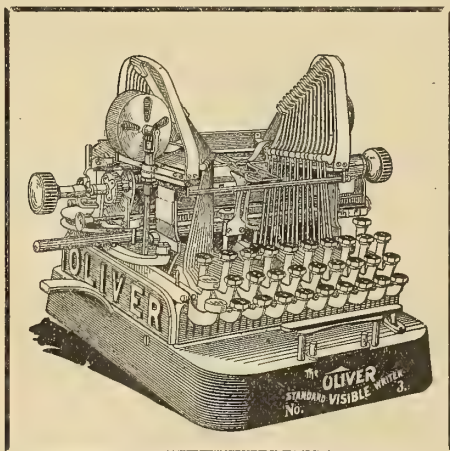
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Vol. IV.

TORONTO, OCTOBER, 1903.

No. 3

Industrial Canada:

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Secretary,

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THE CONVENTION

FROM every point of view the thirty-second Annual Convention of the Canadian Manufacturers' Association, held last month in Toronto, was highly successful. The attendance was good. The business sessions were conducted in an expeditious and business-like manner, and the social functions went off, every one of them, with eclat.

The present number of INDUSTRIAL CANADA contains a carefully prepared verbatim report of all that transpired. To such members of the Association as were unable to attend the meetings, its pages should contain information of moment, while to those who were privileged to enrol their names on the register book and participate in the proceedings, the account should serve to refresh memories of a profitable sojourn in Toronto.

We would ask all our members to make as good use as possible of this 1903 Convention number of INDUSTRIAL CANADA. It has been prepared at no little expense, to make known the good work being accomplished

by the Association. It contains in compact and serviceable form an epitome of the Association's aims and objects. No one who will conscientiously read through the reports and the proceedings contained in the following pages, will be able to deny that the Association is doing a most important work for Canada and Canadians. The duty that falls to every member of this Association is to spread the good work. Enough copies of INDUSTRIAL CANADA have been printed to make this task an easy one. Let all our members do something to interest others by passing on copies of the official organ.

"MADE IN CANADA" AT HAMILTON

THE Hamilton branch of the Daughters of the Empire made a great success of their exhibition of Canadian goods. The ladies who devoted so much time to this patriotic endeavor to help the "Made in Canada" movement, deserve the thanks of Canadian manufacturers in general and indeed of the whole community. The Daughters of the Empire recognize the fact that the best way in which Canadians can help the Empire at the present time is to make Canada strong and great by building up Canadian industries of all kinds. A weak Canada will be a source of trouble and expense to the Empire; a populous and wealthy Canada will be a tower of strength to the Empire. If Canadians buy large quantities of manufactured goods in foreign countries, Canada's wealth will remain largely undeveloped, the progress of the country will be slow, and many thousands of young men who should be the pride of the Empire will be forced to go abroad to seek congenial employment. The Daughters of the Empire recognize that most of the young Canadians who leave Canada to become citizens of the United States are almost as completely lost to the Empire as if they were killed on the

field of battle, and they believe that by fostering a sentiment in favor of buying goods "Made in Canada," they can keep Canadians at home.

A MENACE TO CANADA

A GREAT danger to Canada is the possibility that the Canadian-American Joint High Commission may again meet. Some months ago the Canadian Government received an invitation from the United States Government to renew the negotiations that were broken off in February, 1899. That invitation has not yet been accepted chiefly because the Canadian Government has been so occupied with other matters that it has been impossible to fix a time for a meeting of the Commission, but partly no doubt because Sir Wilfrid Laurier is not certain whether it is advisable to resume negotiations. Mr. John Charlton, who was one of the Commissioners, has no doubt that the Joint High Commission will meet again and he has stated in Parliament what the Canadian Government will propose in case the Commission does meet again. According to Mr. Charlton the Canadian proposal will be reciprocity in natural products all along the line. He says: "The Americans would ask, 'What would you give us in return?' We would say: 'We will abstain from changing our tariff so as to apply the process of the strangulation of the import trade in our country. If you give us free trade in natural products we may possibly in addition to the retention of the moderate features of our tariff, now so favorable to you, abolish the British preference, and make your position under our tariff laws the same as that occupied by Great Britain.'"

This would mean apparently that the United States tariff against Canadian manufactured goods might remain as high as it now is, but that Canada would be bound not to raise the tariff against United States goods

and might lower it. Perhaps this was the Canadian offer at the last meeting of the Joint High Commission, but very few Canadians in either political party would approve of such an offer now. The general sentiment was well expressed by Hon. Mr. Ross, the Liberal Premier of Ontario, when he said at the banquet of the Manufacturers' Association in Toronto on the night of September 18: "Why should we sit at the feet of the United States? I cannot understand why some Canadians are so anxious about reciprocity with the United States. The artificial market that would be created by reciprocity with the United States would not be as advantageous as the natural market we have in Great Britain for it could be shattered by the caprice of politicians and terminated at the stroke of some presidential candidate."

If every Liberal who does not believe in reciprocity would express his opinion as emphatically as Premier Ross there would be little danger that the Joint High Commission would ever meet again. The danger is that the Government may misunderstand the sentiment of the Canadian people.

There has been a great change in the attitude of American newspapers toward Canada during the last four years. They are beginning to appreciate the fact that Canada is to be the country of the twentieth century. They have discovered that it has wonderful mineral resources, unequalled water powers and the vastest areas of land capable of growing first-class wheat of any country in the world. They know that many thousands of their own farmers are emigrating to the Canadian North-west and they expect this movement of population to increase as years go on. They are anxious now that this great and growing market shall be preserved for the manufacturers of the United States. This new view of Canada is having an important effect upon public opinion in the United States. An organization known as the National Reciprocity League has been established with branches in different sections of the United States and very active measures are being taken to create a sentiment favorable to reciprocity. A circular recently issued by the Minnesota branch of the National Reciprocity League says:

"We are at the point where relations with Canada cannot remain as they are—they will soon either be better or worse. Unless a reciprocity treaty is soon arranged, Canadian tariffs will be raised, especially on our manufactures. We feel confident that by a proper effort on the part of the business interests which would be benefitted, we can secure a treaty providing for some reduction on certain lines of manufactures, especially farm machinery and allied commodities. We send you under separate cover a report made by Mr. Eugene C. Hay, counsel for this league, and ask you to carefully examine it. Much of the information secured by Mr. Hay in his investigations was of too confidential a character to be published in this report, but tended to more strongly convince us that by proper effort such a treaty could be secured as will be beneficial to the manufacturing and commercial interests of the United States.

What we especially wish to take up with you now is the means of getting reciprocity. The International Joint High Commission will probably meet in September, to endeavor to draft a reciprocity treaty. Our members of that commission must be impressed with the conviction that the commission must make a treaty, and be given to understand what we think it should embrace; then the members of the Congress must be pressed ceaselessly to support it. To properly impress the commissioners and members of the Congress means much labor and influence; it means above all direct effort with them and insistent pressure by those who are interested, and it means the stirring up of public opinion throughout the States which will be especially benefitted, and to some extent in other States. We must have representatives to attend the Sessions of the Commission; our cause must be presented to both Commission and committees of Congress by able counsel, and our campaign must be managed by skillful men, and we must maintain an active press and correspondence bureau, and after the treaty is arranged and signed, we must be represented at Washington by forceful men capable of looking after so important an interest. A great market is growing up north of the Great Lakes, the St. Lawrence and the 49th parallel, and we should go after it; no one will do it for us. Now is the golden opportunity; now is the time to spend a little money enlarging our markets. This time for organization may be short and action must be prompt."

This agitation in the United States will do Canada no harm, provided the Canadian Government realize that the Canadian people no longer want reciprocity. It is doubtful whether a reciprocity treaty in natural products would be advantageous to Canadian farmers, even if Canadian manufacturers were not sacrificed. We now import annually from the United States about sixteen million dollars worth of farm products of the same kind as Canadian farmers produce. If United States natural products were admitted into Canada free of duty these importations would be enormously increased. Then, as Premier Ross points out, there would be no permanency in any arrangement with the United States. It might be terminated by the caprice of politicians. Reciprocity would destroy the stability of Canadian industry and commerce, and give our farmers an uncertain foreign market of doubtful value in exchange for a certain home market.

The time has come for Canadians in general to let the Government know their feelings in this matter.

SIGNIFICANCE OF THE PACIFIC EXCURSION.

BY the time the members of the Canadian Manufacturers' Association, who set out on September 19th for the Pacific Coast, return to their homes, they will many of them, have completed an inspection of Canada from ocean to ocean. Last year an excursion journeyed to the easternmost end of the Dominion. This year a well-appointed train has crossed the continent to the shores of the Pacific. The two trips afforded such members of the Association as took them both in, a complete and comprehensive view of the present extent and development of the Dominion.

That the members of the Association are fully alive to the necessity for an adequate knowledge of western conditions is most patent. The excursion was by no means undertaken merely as a pleasure trip. A serious purpose has occupied the minds of the travellers. They have felt, as many people in Eastern Canada feel, that the danger of an alienation of western interests is far from being an impossibility. They have gone West themselves to personally investigate conditions, to find out what share of the business of Western Canada is being enjoyed by the East, to discover the needs of the West and to see in how far these needs can be supplied from the East.

Intercourse with the commercial interests of the West will assuredly redound to the good of both visitor and visited. A unity of purpose is being emphasized at every social gathering, which marks the progress of the travellers. Waverers are encouraged and doubters have their fears dismissed. It is a time of hope and progress and East and West are united in an endeavor to advance the common good.

GOOD CUSTOMERS FOR MANITOBA

A MANITOBA paper repeats a statement often made by the *Toronto News* to the effect that the Eastern Provinces of Canada buy almost nothing from Manitoba and the Northwest. If this is true, what became of all the grain produced in the Northwest last year? The grain production of the Canadian Northwest in 1902 was 67,034,117 bushels of wheat, 45,139,455 bushels of oats, and 13,718,000 bushels of barley, a total of 124,891,572 bushels of grain. The total exports of grain from all Canada were 26,117,530 bushels of wheat, 5,030,123 bushels of oats and 457,117 bushels of barley. There were also exported 1,086,648 barrels of flour, equivalent to about 4,890,000 bushels of wheat. Thus the total exports of grain and flour from all Canada were equal to about 36,494,770 bushels. A considerable part of the wheat, oats, barley and flour exported were produced in Ontario and Quebec, but even if the total Canadian exports of grain and flour were credited to the Northwest they would represent less than one-third of the grain production of the Canadian Northwest. Of course a portion of the grain crop is consumed in the Northwest and British Columbia, but it would be well within the mark to say that at least one-half the grain produced in the Canadian Northwest is consumed in Eastern Canada, and every extension of manufacturing industries in Eastern Canada will increase the home demand.

NOTICE

Executive Council Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, October 22nd, at 2 p.m.

The Secretaries of the C.M.A.



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1903-1904

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R. McLaughlin, The McLaughlin Carriage Co., Oshawa.
Jas. Maxwell, David Maxwell & Sons, St. Marys, Ont.
Wm. Robins, Messrs. Hiram Walker & Sons, Walkerville.
T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.
T. H. Smallman, The Canada Chemical Mfg. Co., London.
J. M. Taylor, The Taylor Forbes Co., Guelph.
C. R. H. Warnock, The Galt Knitting Co., Galt.
C. H. Waterous, The Waterous Engine Works, Brantford.
R. J. Whyte, The Frost & Wood Co., Smiths Falls.

TORONTO

E. C. Boeckh, Messrs. Boeckh Bros.
P. H. Burton, The Merchants Dyeing and Finishing Co.
C. N. Candee, The Gutta Percha and Rubber Mfg. Co.
R. J. Christie, Messrs. Christie, Brown & Co.
J. W. Cowan, Messrs. Cowan & Co.
R. A. Donald, The Pure Gold Mfg. Co.
W. P. Gundy, The W. J. Gage Co.
Geo. H. Hees, Messrs. Geo. H. Hees, Son & Co.
J. S. King, the J. D. King Co.
J. P. Murray, The Toronto Carpet Mfg. Co.
Frederic Nicholls, The Canadian General Electric Co.
J. K. Osborne, The Massey Harris Co.
Thos. Roden, Messrs. Roden Bros.
A. S. Rogers, The Queen City Oil Co.
W. B. Rogers, Messrs. Chas. Rogers & Sons Co.

A. F. Rutter, Messrs. Warwick Bros. & Rutter.
Wm. Stone, The Toronto Litho Co.
A. W. Thomas, The Copp, Clark Co.
J. O. Thorn, The Metallic Roofing Co.
W. B. Tindall, The Parry Sound Lumber Co.
S. M. Wickett, Messrs. Wickett & Craig.
H. Wright, The A. F. MacLaren Imperial Cheese Co.

MONTREAL

C. Ballantyne, The Sherwin-Williams Co.
Fred Birks, Messrs. Belding, Paul & Co.
J. P. Black, Messrs. J. P. Black & Co.
S. S. Boxer, The Watson, Foster Co.
Jas. Davidson, The Thos. Davidson Mfg. Co.
J. S. N. Dougall, Messrs. McCaskill, Dougall & Co.
S. W. Ewing, Messrs. S. H. Ewing & Sons.
J. T. Hagar, Messrs. J. & T. Bell
Jos. Horsfall, The Montreal Woollen Mills Co.
Wm. MacMaster, The Montreal Rolling Mills Co.
D. Morrice, jr., Messrs. D. Morrice, Sons & Co.
Robt. Munro, The Canada Paint Co.
G. W. Sadler, Messrs. Sadler & Haworth.
Geo. A. Slater, Messrs. Geo. A. Slater.
Wm. Strachan, The W. Strachan Co.
F. W. Thompson, The Ogilvie Flour Mills Co.
Howard Wilson, The J. C. Wilson Co.
Jas. R. Wilson, The Thos. Robertson Co.

QUEBEC

Geo. E. Amyot, The Dominion Corset Mfg Co., Quebec.
C. H. Carrier, Messrs. Carrier, Laine & Co., Levis.
E. B. Eddy, The E. B. Eddy Co., Hull.
G. A. Vandy, The J. Arthur Paquet Co., Quebec.

NOVA SCOTIA

C. M. Crockett, I. Matheson & Co., Ltd., New Glasgow.
Alfred Dickie, Alfred Dickie, Lower Stewiacke.
H. L. Hewson, Hewson Woollen Mills, Ltd., Amherst.
John F. Stairs, Nova Scotia Steel & Coal Co., New Glasgow.

EXECUTIVE COUNCIL.—Continued.

BRITISH COLUMBIA

D. R. Ker, Brackinan-Ker Milling Co., Victoria.
J. G. Woods, Woods & Spicer, Ltd., Vancouver.

NEW BRUNSWICK

Chas. McDonald, The St. John Iron Works, St. John, N.B.

MANITOBA

E. F. Hutchings, The Great West Saddlery Co., Winnipeg.

EX-OFFICIO MEMBERS OF THE EXECUTIVE COUNCIL BEING
PAST PRESIDENTS

Cyrus A. Birge, The Canada Screw Co., Hamilton.

Robt. Munro, The Canada Paint Co., Montreal.
P. W. Ellis, The P. W. Ellis Co., Toronto.
J. F. Ellis, Messrs. Barber & Ellis, Toronto.
A. E. Kemp, The A. E. Kemp Mfg. Co., Toronto.
D. W. Karn, The Karn Piano Co., Woodstock.
B. Rosamond, The Rosamond Woollen Co., Almonte.
John Bertram, John Bertram & Sons, Dundas.
R. W. Elliot, The Elliot Co., Toronto.
W. K. McNaught, The American Watch Case Co., Toronto.
Edward Gurney, The Gurney Foundry Co., Toronto.

STANDING COMMITTEES.

RAILWAY AND TRANSPORTATION

Chairman—J. O. Thorn, The Metallic Roofing Co., Toronto.
A. W. Allen, The Allen Mfg. Co., Toronto.
E. C. Boeckh, The United Factories, Toronto.
S. H. Chapman, The Ont. Wind Engine & Pump Co., Toronto.
Geo. Heintzman, Messrs. Heintzman & Co., Toronto.
R. Hobson, The Hamilton Iron & Steel Co., Hamilton.
J. H. Housser, The Massey Harris Co., Toronto.
P. McMichael, The Dominion Radiator Co., Toronto.
W. A. Strowger, The Canadian Cereal Co., Toronto.
F. H. Whitton, The Ontario Tack Co., Hamilton.

PARLIAMENTARY

Chairman—P. W. Ellis, The P. W. Ellis Co., Ltd., Toronto.
John Adams, Messrs. Adams Bros., Toronto.
J. F. Ellis, The Barber & Ellis Co., Toronto.
Edward Gurney, The Gurney Foundry Co., Toronto.
Robert Munro, The Canada Paint Co., Montreal.
F. B. Polson, The Polson Iron Works, Toronto.
T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.
Wm. Stone, The Toronto Litho. Co., Toronto.
J. O. Thorn, The Metallic Roofing Co., Toronto.
Geo. W. Watts, The Canadian General Electric Co., Toronto.

TARIFF

Chairman—W. K. McNaught, The Amer. Watch Case Co., Tor.
Cyrus A. Birge, The Canada Screw Co., Hamilton.
P. H. Burton, The Merchants Dyeing & Finishing Co., Toronto.
John F. Ellis, The Barber & Ellis Co., Toronto.
Hon. L. M. Jones, The Massey-Harris Co., Toronto.
Frederic Nicholls, The Canadian General Electric Co., Toronto.
A. S. Rogers, The Queen City Oil Co., Toronto.
T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.

J. M. Taylor, The Taylor Forbes Co., Guelph.
C. H. Waterous, The Waterous Engine Works, Brantford.

COMMERCIAL INTELLIGENCE

Chairman—A. W. Thomas, The Copp Clark Co., Toronto.
B. A. C. Craig, The Canada Corundum Co., Toronto.
R. A. Donald, The Pure Gold Mfg. Co., Toronto.
Col. J. B. MacLean, The MacLean Publishing Co., Toronto.
J. P. Murray, The Toronto Carpet Co., Toronto.
W. R. Pringle, The Rolland Paper Co., Ltd., Toronto.
Thos. Roden, Messrs. Roden Bros., Toronto.
J. M. Sparrow, The Imperial Varnish & Color Co., Toronto.
T. A. Staunton, Messrs. Stauntons, Ltd., Toronto.
Edgar A. Wills, The Monetary Times Co., Toronto.

INDUSTRIAL CANADA

Chairman—F. J. Smale, The Wm. Davies Co., Toronto.
Geo. A. Howell, The Howell Litho. Co., Hamilton.
A. Cecil Knight, Messrs. Lever Bros., Toronto.
T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.
S. M. Wickett, Messrs. Wickett & Craig, Toronto.

RECEPTION AND MEMBERSHIP

Chairman—R. J. Christie, Messrs. Christie, Brown & Co., Toronto.
Robert Crean, Messrs. Robert Crean & Co., Toronto.
L. V. Dusseau, The Gendron Mfg. Co., Toronto.
Geo. C. Gale, The Gale Mfg. Co., Toronto.
George H. Hees, Messrs. Geo. H. Hees, Son & Co., Toronto.
W. A. Kemp, The Kemp Mfg. Co., Toronto.
Thos. Roden, Messrs. Roden Bros., Toronto.
Frank Rolph, Messrs. Rolph, Smith & Co., Toronto.
C. Howard Smith, The Kinleith Paper Co., Toronto.
Maurice J. Taylor, The John Taylor Co., Toronto.

INDUSTRIAL EXHIBITION REPRESENTATIVES.

TORONTO

George Booth, The Booth Copper Co.
W. K. George, The Standard Silver Co.
W. P. Gundy, The W. J. Gage Co.
Geo. Heintzman, Heintzman & Co.
W. K. McNaught, The American Watch Case Co.
Geo. B. Meadows, Geo. B. Meadows Brass Mfg. Co.
H. G. Nicholls, Canadian General Electric Co.
W. B. Rogers, Chas. Rogers & Sons Co.
T. A. Russell, Canadian Cycle & Motor Co.
J. T. Sheridan, J. F. Pease Furnace Co.
A. W. Strowger, Canadian Cereal Co.
J. O. Thorn, The Metallic Roofing Co.

OTTAWA

Geo. L. Orme, The Rolla L. Grain Co.
W. H. Rowley, The E. B. Eddy Co.

LONDON

A. W. White, Messrs. George White & Sons Co.
F. W. Coles, Globe Casket Co.

WINNIPEG

E. L. Drewry, The Redwood Factories.

HALIFAX

W. J. Clayton, Messrs. Clayton & Sons.

LOCAL BRANCHES.

TORONTO

CHAIRMAN

J. P. Murray, The Toronto Carpet Mfg. Co.

VICE-CHAIRMAN

W. B. Tindall, Parry Sound Lumber Co.

SECRETARY

J. F. M. Stewart, 601 Board of Trade Building.

EXECUTIVE COMMITTEE

C. N. Candee, Gutta Percha & Rubber Mfg. Co.
R. J. Christie, Christie, Brown & Co.

LOCAL BRANCHES—Continued.

R. J. Copeland, Copeland-Chatterson Co.
 J. W. Cowan, The Cowan Co.
 Robert Crean, Robert Crean & Co.
 P. W. Ellis, P. W. Ellis & Co.
 J. H. Housser, The Massey Harris Co.
 J. S. King, J. D. King Co.
 D. T. McIntosh, The McIntosh Granite and Marble Co.
 J. S. McKinnon, S. F. McKinnon & Co.
 F. A. Ritchie, Ritchie & Ramsay.
 A. S. Rogers, Queen City Oil Co.
 J. T. Sheridan, J. F. Pease Furnace Co.
 F. J. Smale, Wm. Davies Co.
 Geo. W. Watts, The Canadian General Electric Co.

MONTREAL

CHAIRMAN

Wm. MacMaster, The Montreal Rolling Mills.

VICE-CHAIRMAN—

W. W. Watson, Canada Sugar Refining Co.

SECRETARY

E. H. Cooper, B.A.

EXECUTIVE COMMITTEE

John Bailey, Dominion Oilcloth Co.
 C. C. Ballantyne, Sherwin-Williams Co.
 Col. J. H. Burland, Canada Engraving Co.
 C. W. Davis, Williams Mfg. Co.
 J. S. N. Dougall, McCaskill, Dougall & Co.
 T. J. Drummond, Canada Iron Furnace Co.
 Geo. Esplin, G. & J. Esplin.
 J. M. Fortier, J. M. Fortier.
 J. T. Hagar, J. & T. Bell.
 J. C. Holden, Jas. Holden Co.
 G. J. Kilpin, Imperial Oil Co.
 J. E. Matthews, Lymburner & Matthews.
 D. L. McGibbon.
 J. J. McGill.
 Robt. Munro, Canada Paint Co.
 Hon. J. D. Rolland, Rolland Paper Co.
 H. H. Sherrard, Alaska Feather & Down Co.
 R. R. Stevenson, Stevenson, Blackader & Co.
 M. Tetrault, Tetrault Bros.
 F. W. Thompson, Ogilvie Flour Mills Co.
 E. Tougas, P. D. Dods & Co.
 B. Tooke, Messrs. Tooke Bros.
 R. C. Wilkins, R. C. Wilkins & Co.

BRITISH COLUMBIA

CHAIRMAN

D. R. Ker, Brackman-Ker Milling Co., Victoria.

VICE-CHAIRMAN

G. J. Woods, Woods & Spicer, Vancouver.

SECRETARY

W. T. Stein.

EXECUTIVE COMMITTEE

P. R. Brown, Colonist Printing & Publishing Co., Victoria.
 A. C. Flummerfelt, Granby Con. Mining, Smelting & Power Co., Grand Forks.
 J. W. Hackett, Robertson & Hackett, Vancouver.
 W. S. Haskins, Nelson.
 E. R. Hedley, Hall Mining & Smelting Co., Nelson.
 C. Hillyer, Nelson Saw & Planing Mills, Nelson.
 C. F. Jackson, Vancouver.
 L. A. Lewis, Brunette Saw Mills, New Westminster.

J. C. McClure, Robt. Ward & Co., Victoria.
 J. F. Ross, Vancouver Engineering Co., Vancouver.
 J. A. Sayward, J. A. Sayward & Co., Victoria.
 G. J. Scott, Pacific Coast Lumber Co., New Westminster.
 H. J. Scott, Hamilton Powder Co., Victoria.
 B. R. Seabrook, Albion Iron Works, Victoria.
 R. Seabrooke, R. P. Rithet & Co., Victoria.
 Wm. Sulley, E. H. Heaps & Co., Vancouver.
 F. G. Wolfenden, Okanagan Flour Mills, Armstrong.

MANITOBA

CHAIRMAN

G. F. Bryan, Geo. F. Bryan Co., Winnipeg.

VICE-CHAIRMAN

D. E. Sprague, D. E. Sprague, Winnipeg.

SECRETARY

C. N. Bell.

EXECUTIVE COMMITTEE

E. L. Drewry, Redwood Factories, Winnipeg.
 E. F. Hutchings, Great West Saddlery Co., Winnipeg.
 Andrew Kelly, A. Kelly & Co., Brandon.
 John McKechnie.
 Geo. J. Maulson, Body & Nokes, Winnipeg.
 R. Muir, Robert Muir & Co., Winnipeg.

NOVA SCOTIA

CHAIRMAN

J. R. Henderson, Henderson & Potts, Halifax.

VICE-CHAIRMAN

J. W. Allison, Halifax.

SECRETARY

R. M. Hattie, Imperial Publishing Co., Halifax.

EXECUTIVE COMMITTEE.

H. S. Baker, Dominion Iron and Steel Co., Sydney.
 T. M. Cutler, Acadia Sugar Refining Co., Halifax.
 Alfred Dickie, Lower Stewiacke.
 H. H. Hamilton, G. J. Hamilton & Sons, Pictou.
 H. L. Hewson, Hewson Woollen Mills, Amherst.
 Ernest Hill, Halifax.
 Wm. Lithgow, Port Hood Coal Co., Halifax.
 J. P. Longard, Longard Bros., Halifax.
 Jas. Munro, Munro Wire Works, New Glasgow.
 A. F. Pelton, Rhodes, Curry & Co., Amherst.
 Frank C. Simson, Simson Bros., Halifax.
 Geo. Stairs, Halifax.
 John F. Stairs, Nova Scotia Steel Co., Halifax.
 W. B. Taylor, Robt. Taylor Co., Halifax.
 A. C. Thompson, A. C. Thompson Co., Lunenburg.

QUEBEC

CHAIRMAN

Geo. E. Amyot, Dominion Corset Mfg. Co., Quebec.

VICE-CHAIRMAN

W. A. Marsh, W. A. Marsh & Co., Quebec.

SECRETARY

Jos. Picard, Rock City Tobacco Co., Quebec.

EXECUTIVE COMMITTEE

C. H. Carrier, Carrier, Laine & Co., Levis.
 T. S. Hethrington, Thos. Hethrington, Quebec.
 G. A. Vandry, J. Arthur Paquet, Quebec.

CONSTITUTION AND BY-LAWS

— OF THE —

Canadian Manufacturers' Association

(INCORPORATED)

CONSTITUTION

The Constitution of the Association is contained in the following Act of Incorporation which was passed by the Senate and the House of Commons of Canada, 1902 :

ACT OF INCORPORATION

Whereas the persons hereinafter named have, by their petition, represented that they and others have for some time past been associated together under the name of The Canadian Manufacturers' Association, and have prayed that it be enacted as hereinafter set forth, and it is expedient to grant the prayer of the said petition : Therefore His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows :—

INCORPORATION

1. W. K. George, J. J. McGill, Geo. Booth, A. Campbell, C. R. H. Warnock, H. Cockshutt, James Goldie, W. C. Breckenridge, T. H. Smallman, J. B. Henderson, J. O. Thorn, S. M. Wickett, Wm. Stone, J. H. Housser, R. J. Christie, Geo. H. Hees, J. R. Shaw, Jno. M. Taylor, Thos. Roden, J. P. Murray, A. W. Thomas, E. G. Gooderham, P. H. Burton, Frederic Nicholls, C. N. Candee, R. Millichamp, E. C. Boeckh, R. Y. Ellis, Frank Paul, the Honourable J. D. Rolland, W. W. Watson, A. E. Ogilvie, Wm. McMaster, Jas. Davidson, C. C. Ballantyne, G. W. Sadler, P. W. Ellis, J. F. Ellis, A. E. Kemp, W. K. McNaught, Edward Gurney, and such others as are now members of the Association mentioned in the preamble, together with such others as hereafter become members of the Association hereby incorporated, are incorporated under the name of "The Canadian Manufacturers' Association," hereinafter called "the Association."

OBJECTS

2. The objects of the Association shall be to promote Canadian industries and to further the interests of Canadian manufacturers and exporters, and to render such services and assistance to members of the Association, and to manufacturers and exporters generally, as the Association shall deem advisable from time to time.

EXISTING OFFICERS AND BY-LAWS CONTINUED

3. The members of the Association who,

at the time of the passing of this Act, hold office in, or are members of any committee of the unincorporated Association, shall continue to hold the same offices, and to act on the same committees, until the next annual general meeting of the Association ; and in like manner the Association shall continue to work under the existing constitution, by-laws and regulations of the unincorporated Association until the next annual meeting of the Association, and from that date the Association shall have such officers and committees having such powers and duties as the Association may, from time to time, by by-law or resolution determine.

HEAD OFFICE

4. Until otherwise determined by the Association, the head office of the Association shall be in the city of Toronto, in the province of Ontario.

BY-LAWS, ETC.

5. The majority of the members of the Association present at any annual or special meeting called for that purpose may make by-laws, rules and regulations for the government of the Association, including by-laws providing for the admission, suspension, expulsion or retirement of members, and for the imposing of fees, subscriptions and penalties, which shall be binding upon all members of the Association, and on all its officers, servants, and others lawfully under its control.

POWERS OF ASSOCIATION

6. The Association may :—

(a) Publish such pamphlets, periodicals or other publications as are deemed advisable in the interests of the Association or any of its members ;

(b) Organize, establish, regulate and dissolve branches or sections of the Association, but no such branch or section shall be deemed to be a separate corporation ;

(c) Engage in the work of developing and promoting the export trade of Canadian goods by such means as may be considered desirable by the Association ;

(d) Obtain information and statistics for its members, or for Canadian manufacturers and exporters, and render to them such other services or assistance as may be deemed advisable ;

(e) Purchase or acquire real property, and mortgage, lease, sell or otherwise alienate the same, provided that the value of such property held by the Association at any one time shall not exceed fifty thousand dollars.

ARBITRATION POWERS

7. The Association may provide by by-law for the appointment of arbitrators, members of the Association, to hear and decide controversies, disputes or misunderstandings relating to any commercial matter which may arise between members of the Association or any person whatsoever claiming by, through or under them, which may be voluntarily submitted for arbitration by the parties in dispute.

2. Members assenting to an arbitration by an instrument in writing shall be understood to have submitted to the decision of the majority of the arbitrators appointed to hear the case and to decide upon the same.

3. The arbitrators appointed to hear any case submitted for arbitration as aforesaid may examine upon oath (which oath any one of such arbitrators is hereby empowered to administer) any party or witness who appears before them, and shall give their award thereupon in writing, and their decision or that of a majority of them, given in such award shall be final and binding upon the parties.

COMMITTEES OF ENQUIRY

8. The Association may, by by-law or resolution, provide for the appointment of committees of enquiry to enquire into any matter affecting the manufacturing import or export interests of Canada, and such committees may examine upon oath (which oath any member of said committee is hereby empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the Association in arriving at a decision with reference to the matter under consideration.

NOTICES OF MEETINGS

9. All meetings of the Association shall be called by notice mailed to each member at least fifteen days before the holding of such meetings, and all notices of special meetings shall state the objects of such meetings.

BY-LAWS

MEMBERSHIP

There shall be three classes of members, Active, Honorary and Correspondent. Active members shall consist of ordinary and life members.

ACTIVE MEMBERS

Active membership in the Association shall be open to individuals, firms and corporations, or individual members or firms or corporations, actively engaged as manufacturers in the Dominion of Canada. Candidates for active membership shall sign an application. This application shall be signed by an active member as proposer and by another active member as seconder, and be forwarded to the Secretary. Such application shall be acted upon by the Executive Council after report by the Reception and Membership Committee.

HONORARY MEMBERS

Honorary members shall be elected only by unanimous vote at the annual general meeting. They shall have the same privileges as active members, but may not vote or hold office.

CORRESPONDENT MEMBERS

Correspondent members shall be elected by the unanimous vote of the Executive Council for the term of one year or at the pleasure of the Executive Council. They shall be furnished with credentials as representatives of the Association in British or foreign trade centres, and shall have the same privileges as honorary members.

LIFE MEMBERS

Any ordinary member in good standing may, after at least one year's membership, become a life member on payment in advance of ten annual subscriptions, or may be elected by unanimous vote at the annual general meeting in consideration of services rendered to the Association.

MEETINGS

The fiscal year of the Association shall commence on the first day of August of each year. The annual general meeting shall be held within the eight weeks succeeding August 1st. It shall be convened in such place as may be decided upon by the Executive Council; to receive the report and financial statement of the Executive Council for the past year; to elect the officers, Executive Council and Committees for the ensuing year, and for all other general or special purposes relating to the management of the Association's affairs.

The annual general meeting and all special meetings of the Association shall be called by the President. The President may call a special meeting of the Association at his own pleasure, and shall do so at the written request of ten active members within three days of his receipt of such request.

OFFICERS

The officers shall consist of President, a First Vice-President, and an additional Vice-President from each Province represented in the Association, Treasurer and such other officers as the Executive Council may from time to time see fit to appoint.

DUTIES OF OFFICERS

PRESIDENT—It shall be the duty of the President to preside at all meetings of the Association and of the Executive Council, and to enforce compliance with the Constitution and By-laws.

VICE-PRESIDENTS—It shall be the duty of the Vice-Presidents, in the order of their election to assist the President in the discharge of his duties, and in his absence to officiate in his stead.

TREASURER—The Treasurer shall receive and pay out all moneys on behalf of the Association and deposit with a chartered bank, to the credit of the Association, all moneys received. He shall, in conjunction with the Secretary, sign all cheques and have them countersigned by the President or one of the Vice-Presidents, or such other person as may be designated by the Executive Council. He shall cause to be kept the accounts of the Association, and have the same prepared, together with a balance sheet thereof, for the inspection and signature of the auditors, and shall, in conjunction with the auditors, prepare and certify the statements for the annual meeting.

SECRETARY—The Secretary shall be appointed annually by the Executive Council. He shall carry out the instructions of the Executive Council, and shall keep a true and correct record of all proceedings of the Association, a correct list of the members and their addresses; shall conduct the correspondence of the Association; issue notices to the members of the Association and of the Executive Council, and of the meetings of all the Committees; he shall collect and carefully preserve all books, papers, letters and documents relating to, or of interest to the Association; shall be remunerated for his services at the discretion of the Executive Council.

He shall have the custody of the Seal of the Association and shall keep the books, papers and records of the Association, all of which he shall deliver up when directed to do so by the President or Executive Council, to such person as he or they shall direct, and shall perform all duties which the nature of his office may require, or the Executive Council may order. The books and accounts shall be kept at the head office of the Association and shall be open to the inspection of any member of the Executive Council during business hours.

COMMITTEES

The officers shall be ex-officio members of

all Committees. All committees shall meet at the call of their Chairman, promulgated through the Secretary.

1. The Executive Council shall be composed of the President, Vice-Presidents, Treasurer, and one member for each fifteen members of the Association as determined by the membership on the day of annual meeting, with one additional representative from each duly recognized Trade Section of the Association.

The branches of the Association outside of the city where the head office is located, may be represented at the meetings of the Executive Council by any of the members of their local Executive, the maximum voting power of the several branches remaining the same as provided in the preceding clause.

All Past Presidents of the Association while remaining Active Members, shall be ex-officio members of the Executive Council.

2. The Tariff Committee, the Railway and Transportation Committee, the Parliamentary Committee, the Reception and Membership Committee and the Commercial Intelligence Committee shall each consist of ten active members with power to add to their numbers.

3. The Committee on INDUSTRIAL CANADA shall consist of five active members with power to add to their number.

4. The chairmen of the various standing committees shall be constituted each year for the special work of the Annual Meeting a Committee on Resolutions and Nominations.

NOMINATION AND ELECTION OF OFFICERS AND COMMITTEES

Nominations of the Officers and Committees of the Association shall be sent to the Secretary of the Association not less than two weeks before the Annual General Meeting, but no member shall be nominated unless his consent has been obtained.

The Officers, Chairmen of Committees and Committees shall be elected by a majority of the Active Members present at the Annual Meeting.

Wherever there is a provincial branch of the Association established, it shall be asked to nominate its Vice-President to the Association, and its representatives on the Executive Council. Wherever local branches are formed these shall have the privilege of officially nominating representatives to the Executive Council, the number of such nominations being one for each fifteen members of the branch.

The chairman of the various Trade Sections shall represent their respective sections on the Executive Council. Should the chairman already occupy a place on the Council, the Section shall nominate another representative,

Representatives to local Technical School and other Boards shall be elected by the local branches of the Association in which such Board is situated.

Local branches will be asked to officially nominate the representatives to which they may be entitled on any of the various Exhibition Associations within the locality in which the Branch is organized.

DUTIES OF COMMITTEES

All committees shall keep a correct minute book of their proceedings and report to the Executive Council after each meeting.

EXECUTIVE—The Executive Council shall be the official Committee of the Association. It shall receive and pass upon reports of all committees, advise and instruct the general officers and shall, in all matters, act as the representative of the Association when the latter is not in session.

TARIFF—The duty of the Tariff Committee shall be to hear, consider and act upon all applications from manufacturers who may desire the assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country.

They shall be alive to any changes in the Canadian tariff and watch the interests of Canadian manufacturers and exporters.

RAILWAY AND TRANSPORTATION—The duty of the Railway and Transportation Committee shall be to endeavor to bring about an equitable rate of freights on the Canadian railways and may be appealed to by any member of the Association who wishes to have a grievance redressed.

They shall give attention to all matters affecting transportation and communication which may, from time to time, become of importance to the trade and commerce of Canada.

PARLIAMENTARY—The duty of the Parliamentary Committee shall be to give attention to all legislation affecting the interests of Canadian manufacturers.

RECEPTION AND MEMBERSHIP—It shall be the duty of the Reception and Membership Committee to look after the reception and entertainment of distinguished guests. They shall arrange for special entertainments, of lectures and banquets from time to time as they may think necessary in the interests of the Association.

This committee shall have power to devise means for securing new members, and shall recommend to the Executive Council for acceptance such applications for membership as they believe desirable.

They shall endeavor also to form branches of the Association in the large trade centres of the Dominion.

COMMERCIAL INTELLIGENCE—This Committee shall have power to deal with such questions as the metrical system, moneys, weights and measures; technical and industrial schools and schools of applied art; a

national museum of manufactures and fine arts; expositions held in Great Britain and foreign countries, and all information that will be beneficial to Canadian exporters.

This Committee shall establish a bureau of information to which members may apply at any time in order to procure reliable statistics as to imports, exports, the possibilities for extending trade, foreign contracts, tariff regulations, banking systems, etc.

They shall also recommend to the Executive Council for appointment the Correspondent Members of the Association.

INDUSTRIAL CANADA—This Committee shall deal with all questions relating to the editorial and business management of *INDUSTRIAL CANADA*, the official publication of the Association. Questions of general policy shall be referred to and passed upon by the Executive Council of the Association.

BRANCHES OF THE ASSOCIATION

The Association may establish local or provincial branches in different manufacturing centres in Canada, on application by the members of the Association situated in such district or province. Such a branch shall consist of at least eight members of the Association, and shall be known as the ————Branch of the Canadian Manufacturers' Association. The membership shall consist of those members of the Association situated within the locality designated by the Branch. The officers of such branch to be a Chairman, Vice-Chairman, Secretary and Executive Committee. The officers and the committee shall be elected by the members of the Branch assembled in annual meeting at least three weeks prior to the annual meeting of the Association.

Branch Associations may deal finally with all matters of purely local interest.

They may also pass upon matters of general interest, and the result of their deliberations should be forwarded immediately to the Executive in the form of a recommendation to be considered by it or the whole Association.

The Secretary of a Branch shall be an honorary officer. If a salaried officer is necessary, he shall be employed by the Executive Council, and receive his remuneration from the Head Office.

Ten per cent. of the fees of a Branch can be drawn upon annually by such branch for local expenses without special application to the Executive Council. If any further amount is required special application must be made to the Executive Council and be passed upon by it.

No Branch of the Association shall incur any liability in the name of the Association beyond the ten per cent. mentioned in the foregoing clause, and a report of the finances of each Branch shall be presented to the Executive Council at the meeting previous to the close of each fiscal year.

TRADE SECTIONS

The Association may from time to time, establish trade sections to be composed of those members of the Association engaged in any particular industry of trade. Such organization shall be known as the ————Section of the Canadian Manufacturers' Association.

The membership of such section shall consist of the members of the Association engaged in the particular trade, who apply for membership in the section. The officers shall consist of a Chairman, Vice-Chairman, Secretary and an Executive Committee.

The officers of the Committee shall be elected annually by the members of the section prior to the election of officers in the annual meeting of the Association.

Sections of the Association may deal finally with all matters affecting only their own industry or trade. They may also pass upon matters of general interest and the result of their deliberations should be forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or by the whole Association.

Ten per cent. of the fees of members of the section may be drawn upon annually by such section for any expenses connected with its own business without special application to the Association. If any further amount is required, special application must be made to the Executive and be passed upon.

VISITORS

Visitors of note may be introduced by any member of the Association, and have all the privileges of the Association rooms.

AUDIT

An Auditor or Auditors shall be appointed every year by the members at the annual meeting, whose duty it shall be to audit and examine the books, vouchers and accounts of the Association, and to certify to the correctness of the balance sheet, for submission to the Executive Council as soon after the close of the financial year as possible. His remuneration shall be fixed by the Executive Committee upon the recommendation of the Finance Committee.

ORDER OF BUSINESS

The order of business at the annual general meeting and at all other meetings of the Association shall be as follows:

1. Reading minutes of previous meeting,
2. Business arising out of minutes,
3. Receiving communications,
4. President's Address,
5. Secretary's report,
6. Treasurer's report,
7. Reports of Standing Committees,
8. Reports of Special Committees,
9. Unfinished Business,
10. New Business,
11. Notices of Motion,

12. Election of Officers,
 13. Election of Standing Committees,
 14. Appointment of representatives to Industrial Exhibitions,
 15. Induction of Officers,
- This order of business may be suspended or varied at any meeting by two thirds vote of those present.

QUORUM

At all meetings of the Executive Council not less than five members must be present to constitute a quorum.

CONDUCT OF MEETINGS

All meetings of the Executive Council and of Standing Committees shall be conducted as follows :—

1. If there should be no quorum within 15 minutes of the time fixed for the meeting an adjournment may be had.
2. Any member who may desire to speak must address the Chair. All motions must be made in writing. Any member who may have already spoken to a motion must obtain permission from the Chair to be again heard regarding it. The Chair may, at any time announce that the subject is open for conversational discussion.
3. The Chair shall decide all questions of order.
4. A motion to adjourn shall always be in order.
5. In voting no proxies shall be allowed.
6. All motions shall be decided at meetings of the Executive Council or Committees by a majority of those present. In cases

where the number of votes is equal the President or Chairman, besides his own, shall have a deciding or casting vote.

7. With the exception of clause (1) the above rules shall govern the conduct of the general annual meeting and other meetings of the Association.

EXPENSES

No liability shall be incurred in the name of the Association by any of the members or committees until it shall have been approved by the Executive Council.

All Bills must be sanctioned by the Executive Council and paid by cheque. Employees' salary shall be fixed by the Executive Council.

DUES AND PRIVILEGES

The Annual Membership Fee in this Association shall be, for members employing under one hundred employees, \$10; for members employing one hundred or more employees, \$25; for each additional member, after the first, from any firm, \$10. The first payment shall become due on the election of a member, and each subsequent payment twelve months thereafter.

RESIGNATIONS

All resignations of office or membership shall be in writing addressed to the Secretary, and shall be submitted by him at the next meeting of the Executive Council.

All dues must be paid in full before a resignation can be considered.

EXPULSION

Any member may be adjudicated upon by the Executive Council, if charged in writing with conduct unbecoming a member of the Association. If in the opinion of a quorum of the Executive Council, action should be taken thereon, the President, or in his absence one of the Vice-Presidents, shall appoint a committee of five to investigate the charges made. The Committee with due diligence shall report in writing if the charges are sustained or not. The report having been considered by the Executive Council the member so charged shall be notified in writing at least ten days before final action by the Executive Council, by registered letter to his last known address, to appear at next meeting of the Executive Council to defend himself. The Executive Council may, by a majority vote present at such meeting suspend a member for a period of time or expel on a two-thirds vote.

AMENDMENTS TO THE BY-LAWS

The By-laws of the Association may be amended by a majority of the members of the Association present at any annual or special meeting called for that purpose, notice of such amendment having been given in writing to the Secretary twenty days prior to the date of the meeting, and it shall be the duty of the Secretary to forward to the members a copy of such amendment. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting.

THE CANADIAN MANUFACTURERS' ASSOCIATION

(INCORPORATED)

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Montreal, Toronto, Winnipeg, Vancouver, Halifax, Quebec.

AIMS—To promote the interests of Canadian manufacturers by :

ORGANIZATION—The Association has organized the Manufacturers of Canada into a strong representative body.

EDUCATION—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

LEGISLATION—Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.

INDUSTRIAL CANADA—The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.

EXPORT TRADE—To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.

GENERAL WORK—The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.

President: GEORGE E. DRUMMOND, Montreal.

Secretary: R. J. YOUNGE, B.A., Toronto.



GROUP PICTURE OF SOME OF THE DELEGATES BEFORE THE CITY HALL*

ANNUAL CONVENTION REPORT

A full account of the proceedings at the Thirty-Second Annual Meeting of the Canadian Manufacturers' Association, held in Toronto, on September 16th, 17th, and 18th.

THE thirty-second annual convention of the Canadian Manufacturers' Association was held in the King Edward Hotel, Toronto, on September 16th, 17th, and 18th. The first day was given over to annual meetings of the sections, the second and third to two morning and one afternoon business meetings. All were characterized by the peculiar activity and positiveness of the Association.

Held as it was in Canada's most centrally located city, and about the Association's own fireside, the Convention was a success from every point of view. Two hundred and seventy-two members registered, and these were mostly visitors ex urbe. Toronto had made princely reception arrangements; a pleasant soiree was held in the Parliament Build-

ings on the evening of the 16th, the out of town delegates were tendered a complimentary theatre party on the evening of the 17th, by the members of the Toronto Branch, the Daughters of the Empire entertained the visiting ladies to a garden party at the Government House, and the city entertained to a drive, through the many beautiful sections of the Queen City immediately after the meetings concluded.

Manufacturers came from far and near. The Halifax Branch sent its President, Secretary, and half a dozen members, Quebec was represented by some prominent delegates, Montreal was to the fore as usual, and Ontario's industrial activity was well in evidence. Provincialism was obliterated, overshadowed by a national patriotism. It was indeed

a meeting of Canada's representative captains of industry glorying in the present prosperity of the country, earnest believers in its economic wealth, confident in its economic future, positive and agreed upon its most commendable policy. To the delegates the meeting was an inspiration, to the country the deliberations are beyond valuation.

Arrangements had been made to have the business conducted quickly. The annual committee reports which covered the bulk of the business were printed, circulated and digested before they were read in committee, and the Chairman always had the discussion well in hand. Withal, the meetings were characterized by the earnestness and seriousness of

*Copies of this photograph may be had from Galbraith, Toronto. Size 8 x 10, price 50c.; size 16 x 20, price \$1.50.

national import, and as befitting Canada's greatest industrial organization. They closed in the general feeling that it had been good to be there, that everything portended to the next year being the most successful year in the Association's history.

It is not possible to give a resume,

however brief, of the proceedings of the Convention. Even the official record that we print herewith, is as concise as possible consistent with the mass of work covered, and we earnestly hope that the members of the Canadian Manufacturers' Association will peruse the report carefully, give it their best

thought, and thereupon lend their best suggestions and assistance to the Association. On the part of the Association, it is given forth as policies which we believe to be in the best interests of this country.

RECEPTION AT THE PARLIAMENT BUILDINGS

The proceedings opened with a reception tendered by the members of the Toronto branch to members of the Association and their friends in the Ontario Legislative Buildings, Queen's Park, on Wednesday evening, September 16, 1903.

The Legislative Chamber, in which the reception was held, was very tastefully decorated with Union Jacks. Some fine musical selections, both previous to and after the reception, were given, and refreshments were served under a large marquee on the lawn.

At nine o'clock Mr. J. P. Murray, Chairman of the Toronto branch of the Association took the chair and said:

CHAIRMAN'S ADDRESS

It is now three years since Toronto, the Queen City of the West, has had the privilege and pleasure of receiving the members of the Canadian Manufacturers' Association at an annual meeting. When last we had this honor it was shortly after the organization, and the membership a little over three centuries, mostly all of whom were from the banner Province of Canada. Such, however, has been the growth of the Association, that from the rising of the sun out of the Atlantic on the east till it sets in the Pacific in the west it shines on our members.

The importance of welcoming so august a body deserves that one able to speak should have been chosen for so honorable a duty. However, having been chosen as chairman of the Toronto Branch of the Association for this year, it comes to me as my good fortune to be the one to tell you of the heartiness of our greeting and welcome to you. And this greeting and welcome comes from more members now in the Toronto Branch than were on the roll of the whole Association three years ago.

And here offers our opportunity to extend to the different cities the gratitude we feel and our thanks for their magnificent and generous entertainments to us when it was our pleasure to be with them.

We cannot forget with what energy and vim Montreal took up the cause of the Association, and with what spirit they are aiding the head office. And the banquet in the Windsor Hotel two years ago has a red letter to mark its page in the history of the Association,

Halifax did nobly, and it is the wail ever since of the members whose good fortune permitted them to visit Canada's most eastern and important sea-girt city that they were limited by time.

Halifax is appreciating what the Association is doing for Canada's industrial interests, and is filling its collar in its endeavor to advance our cause. Halifax is known for its hospitality, and if it were possible the Toronto members would put the Halifax banner still higher.

THEN COMES GOOD OLD QUEBEC

Du plaisir d'une visite à Québec nous ne jouissons pas assez souvent. C'est toujours une nouvelle joie, mais quand la bonté de ses citoyens, la bienvenues de leurs coeurs, sont associés avec la grandeur de la campagne, l'histoire de la ville et l'intérieur de ces églises, qui sont si magnifiques, celui qui n'est pas capable d'estimer tout cela, est, sans doute, trop bon pour cette terre. (Applause.)

None who had the pleasure of being with us at Hamilton can forget the royal time given to the guests, nor the instructive address about Australia, given by the Hon. Dr. Montague. Just here it may be permitted to call attention to the fact that a cigar is frequently called a smoke, and it is a matter of wonder how quickly Mr. G. Tuckett broke the record when he succeeded in getting so many smoke consumers installed in one evening.

But it was Brantford which set the pace for would-be entertainers of brethren manufacturers.

Hospitality was outdone in the enterprising manner in which the many industries of that progressive borough were introduced into the programme, and this by no means depreciates their heartiness of welcome or their generosity. Thought so practically applied will and must command appreciation.

Many others of our members have been generous in their kind attentions to us when our business or pleasure has taken us to their hives of industry, and we of Toronto are grateful for their courtesies.

THE WELCOME

It is, therefore, with very warm and hearty feelings, in the name of the Toronto members, you are welcomed to

Toronto. We hope your stay will be enjoyable as well as profitable.

May I be permitted to ask the attention of the Canadian people to the efforts being put forth by the members of the Canadian Manufacturers' Association for the advancement of Canadian interests? Individually and collectively they give a great deal of time and go to very considerable expense in many instances, entirely without hope of any direct personal advantage or gain, to improving the conditions that will tend to place Canada in a higher position among the nations of the world.

We have worked hard to-day, and the rest of this week will be days of arduous work.

The Toronto Branch, with the assistance and through the kindness of the Hon. Premier of Ontario, the mayor and the city council and the Imperial Order of the Daughters of the Empire, hope to intersperse a few moments of relaxation.

We hope you will avail yourselves of those items on the programme which will govern the convention during the week.

AN IMPERIAL ASSOCIATION

The pleasure we feel in having the Hon. Mr. Thomas Brassey with us this evening gives a zest to the desire that perhaps some day, under Imperial Federation, the manufacturing interests of the Empire may develop an Imperial Manufacturers' Association. (Hear, hear.)

The Britannic manufacturers will then appreciate, perhaps, better than they do now, that it is just as conducive to the welfare of the Empire to have thousands of British workmen manufacturing in Canada for the world's requirements as it is in Ireland, Scotland, England or Wales, and a great deal better than having them at work under an alien flag. (Applause.)

The good old British oak, which has been guarded for centuries by British sons, has dropped an acorn on Canadian soil. That acorn has sprouted, and is now a well-grown tree. Under its protecting branches we offer homes to any who wish to prosper, and any who come from the Old Land to take up life in our new land will recognize here the same motherly care and protection ever available under the good old Union Jack. (Hear, hear.)

Such is the welcome we offer Mr. Brassey, and the message we ask him to take back to the crowded centres of the hub of the Empire.

The Premier of Ontario, Hon. Mr. Ross, is with us—(applause)—and it will be a pleasure to hear from him, as he is one who is desirous of seeing manufacturing interests in Canada yield a profitable return to the investors.

Owing to an important engagement of some months' standing we are deprived of the presence of the mayor. Acting Mayor Oliver, however, will address you, and then, if we can hear from the representative of a constituency in the Old Land, there is little doubt Mr. Brassey will be pleased with his reception.

Before calling upon Hon. Mr. Ross to say a few words, I would like if Acting Mayor Oliver would kindly say a few words of welcome to you. (Applause.)

ALDERMAN OLIVER

➤ Alderman Oliver—Mr. Chairman, Members of the Manufacturers' Association: Allow me on behalf of his Worship the Mayor to extend to you a cordial welcome to our city, and at the same time to express to you the keen regret of his Worship at his inability to be present to welcome you in person.

We have during the present year welcomed a great many conventions to our city, but I think I am safe in saying that none has been more important than the one I have now the honor of greeting. Your Association is one which, I am sure, appeals to every Canadian, whether he be one by birth or naturalization, as we are all interested in the development of our country; and I know of no way of more surely carrying out or bringing about that development than by encouraging the increase of our manufacturing industries.

I am sure we are all pleased to welcome a body such as yours, composed as it is of representatives from all the manufacturing industries of Canada, and representing as it does a very large investment of capital, both in plant and material. Yours is an organization of which we should all feel proud, and it is to us an index of the rapid development that is taking place throughout our country. I am a great believer in "Canada for the Canadians," so far as manufacturing industries are concerned—(applause)—and I am, therefore, one of those who firmly believe that we should do everything we can to foster industries such as yours, as they are to no mean extent the bone and sinew of our country.

"MADE IN CANADA"

During the progress of the Exhibition that has been held during the past two weeks in Toronto no more pleasing

sight to Canadians was to be found in going through the various buildings than the motto, "Made in Canada" that was displayed so prominently and frequently on nearly all the exhibits. This should be an object lesson to us, and one that should be encouraged in every way possible. As I have already said, I believe nothing will tend so much to the up-building of Canada as the proper protection of our manufacturing industries—(applause)—and as the time is not far distant when we will have a preferential tariff within the Empire, it behooves Canada to see when that time comes that we shall play no mean part in the development of that idea. Few of us have any conception of how great the development in the manufacturing line will be within the next twenty years. We have all seen during the past few years the rapid strides that have been made, and we are only, I believe, on the fringe, so to speak, of the development that is bound to take place. We have in our Northwest Territories sufficient land area to produce all the grain that the Mother Country can possibly consume; and with the building of the new trans-continental line of railway and the continued development of the Northwest country our resources will command the attention of the nations of the world. It is for us to guard well the heritage we possess, and see that it is developed on right lines. If we continue to do this, I believe Canada will always be what she always has been in the past, the brightest gem in the diadem of the British Empire. (Applause.)

I again welcome you on behalf of the city of Toronto, and extend to you the courtesies of the city. It is the intention, I understand, of the Reception Committee on Friday to invite the members of this Association and their ladies who accompany them to a drive around the city. You will then have an opportunity—those of you who had the pleasure of being at the last meeting of this Association—to see what development has taken place in the manufacturing industries in the city of Toronto. We believe that so far as the cities are concerned anyway, we depend almost entirely upon manufacturing industries for the rapid increase in the population of our cities, and what will help the cities is bound to help the country, because we believe, sir, that if we can increase the manufacturing industries sufficiently to use the produce of the country within ourselves it is better than exporting it elsewhere.

I hope you will have a pleasant time while here; that you will go away feeling that we have endeavored as far as we could to give you a pleasant time; that the work which you will accomplish will be for the advancement of our several industries, and wishing you all success, I

thank you, Mr. Chairman. (Applause.)

Mr. Murray—Mr. Ross, may I ask you to say a few words?

HON. G. W. ROSS

➤ The Hon. Mr. Ross—Mr. Chairman, Ladies and Gentlemen: I must congratulate you upon the very pleasant presentment you make of yourself as Speaker of the Legislative Assembly, an honor you have achieved in the readiest and simplest way that during my long experience I have ever found a speaker attain to that distinction; and I must congratulate the Province of Ontario on having this Legislative Chamber filled with such a large body of accomplished and skilled legislators. How you got into this Legislature so easily and so cheaply and so comfortably I can't understand. (Laughter.) We usually, after a great struggle and through great tribulation, attain to the position to which you have to-night attained apparently without any effort. You adorn the Chamber, and we congratulate you upon your presence here, and we welcome you to stay with us until we want the Chamber for ourselves. (Laughter.) Which will probably not be for a little while.

I am very glad to be privileged to welcome, on behalf of the Province of Ontario, to this city and to this room an influential representative body such as the Canadian Manufacturers' Association is known to be. You have come from all parts of this Dominion; and it is only when we make these long journeys on some mission and useful object bent that we fully realize what a large country Canada is, and how far it is from the circumference to the centre; that is, assuming for the present that Toronto is the centre. (Laughter.) We are glad as citizens of Ontario to find the manufacturers of the Dominion here. We do not ask you to change your industries. I do not think we are going to offer you any bonus for the transfer of your industries to this city, but we are glad to be able to say, speaking for Ontario, that as a Province it affords excellent opportunities for the development of industries of every description. We have immense water power; we have skilled artisans; we have excellent facilities for transportation, and should any of you at either limit of the Dominion feel like shifting your ground I think we would be able to place you comfortably and conveniently and profitably in some part of the Province of Ontario; and if old Ontario is not large enough we can give you a slice of New Ontario by way of special inducement. (Applause.)

NATIONAL SIGNIFICANCE

Now, let me say, as one greatly interested in the prosperity of the Province, that I look upon a meeting such as you

are holding here of more than industrial significance; it is one, to my mind, of national significance; it brings us together, and makes us feel, though the extremes be far apart, though our objects in some respects may be diverse, that our purposes as Canadians are one, and that anything that tends to the development of our natural resources; anything that tends to put us in a stronger position industrially is something that commands the approbation of the citizens of every Province of the Dominion. (Applause.) What helps Ontario helps Prince Edward Island; what helps British Columbia helps Ontario, and it is in that spirit, I feel, that you have met here to deliberate as to by what means each Province and the citizens of each Province may do the most for the development of the Dominion as a whole. We are one industrially, commercially, politically, in every sense of the term, and this union of industrial purposes and these deliberations of the men in any great industry must contribute to the harmonizing and unification of the people of Canada.

It is said, and sometimes said unfairly, that there is some strife or rivalry between the man who tills the soil and the artisan. Such a feeling as that to some extent prevailed in this country twenty or thirty years ago when I was a younger man and entering my career as a politician. Such a sentiment should receive its quietus, as far as a quietus can be given to it, in such gatherings as this. There is no rivalry between the farmer and artisan. (Applause.) You cannot thrive as well under the adverse circumstances of the agriculturist as you can when he is in a state of prosperity; nor can he thrive as well as he would unless you by your industries secure for him to a certain extent a local market for his production. So that the burden of the true Canadian is not that the agriculturist is being sacrificed to the manufacturer, nor that the manufacturer is being built up at the expense of the agriculturist; not that the manufacturer is lying awake at nights hoping that by some little adjustment of the tariff he may bleed the farmer, or the farmer lying awake at night lest in his silent moments the wily manufacturer come and steal in at the window and rob him of his well-earned gains. Not at all. But each should feel that together, jointly, they have a common interest in the common prosperity of the country, and neither should encroach upon the preserves of the other. Neither should attempt to take the advantage of the other, but each so adjust his own particular affairs that one would contribute to the mutual success and prosperity of the other. We must stand together. It is generally admitted

now, and much more generally than it was twenty years ago, that the prosperity of Canada does not entirely depend upon the agriculturalist. No doubt it is one of the basic elements of Canadian wealth; it is one of the great props of our national prosperity—there is no disputing that—but at the same time everybody knows that if we go on sending our raw material abroad and make no effort to cultivate the manufacture of that raw material by our own artisans we are pumping the life blood out of our country—(applause)—and sending it to vitalize the artisans and laborers of other countries. That is not going to be the case any longer as I understand it; that is not the feeling of any class in Canada at this hour, but the feeling is that as far as possible the manufactory and the farm shall grow together side by side, one helping the other, one reacting upon the other, one finding the food and the other finding the market, and each together building proportionately the common industries and wealth of the country.

NO ROOM FOR MEDIOCRITY

Another thing, I think, which has impressed itself very strongly upon my mind was that during the last Industrial Exhibition which, by the way, was a great credit to the Industrial Board and to all concerned in its management, that if Canadian manufacturers are going to hold their own market, much less going to gain any market abroad, they must do what is apparent to every visitor to our Exhibition from year to year, they must put nothing but the best upon the market of Canada. There is no room any longer in this country for mediocrity; if you cannot give us the best that can be produced we must get it somewhere, and you cannot blame us if we go somewhere for it. I believe we are skilled and intelligent and enterprising enough in this country to bring up every industry in Canada to the same high level, to that degree of beauty and efficiency and excellence which has been attained by the best manufacturers and the best producers either in the United States, Great Britain, Germany, France or anywhere. I do not want Canada to take a back seat on the farm, in business, in literature, in politics, in any pursuit open to an honest man—(applause)—and for that reason I want to be able to say when I see anything labelled, "Made in Canada," that that is as good as if it were made in Germany, or in Leeds, or Sheffield, or Birmingham, or New Salem, or Lowell, or anywhere in the wide world. Now, the effect of an Association like this will be salutary upon public opinion, will be salutary so far as public opinion is concerned if it appears that one of your objects is to give us of the very

best that skill and enterprise can produce, and let the key-note be, so far as the manufacturers are concerned, that they are prepared to pay the highest wages for the best skill; the best price for the best farming industry and the highest value for the raw material. If there is anything in the laboratory of the chemist which science can disclose by which our raw material can be utilized to a greater extent, then some manufacturer is going to find that out, and is going to place upon the market that which, perhaps, cannot be placed as readily upon any other market in the world, because we have the raw material for its making, and because our waste material is used by the skill of these scientific men. Put the scientific men, put the best men that the laboratories, that the chemical schools and the technical schools of this country can produce in the position in which they can be most useful, so that they will bring to bear that scientific knowledge, the result of study and investigation, upon the workmanship in the factory, and then we will be adding to our wealth, we will be inciting the young men to pursue their investigations, and it will be turning as by the touch of Midas into gold the waste products of this country into important commodities.

FRESH CONQUESTS

There is just one other thought and I am done. I believe it is the feeling of our own manufacturers to preoccupy as far as practicable the market of their own country, but not to stop at that. Alexander wept, having conquered the world, that there were no more worlds to conquer. Having conquered Canada—you have not done that by a great deal, for we are importing over \$100,000,000 worth of manufactured goods every year—but having pretty well occupied the field, is it not possible for the manufacturers of Canada to exploit foreign fields. Outside of the United States and the British possessions we only sell five per cent. of our exported goods in the markets of the world. Nothing—little or nothing to France; little or nothing to Germany; little or nothing to Russia, or to Italy, or to the South American States. Now, the time is coming, perhaps, in our own markets when we will be fairly well supplied with our own home-made goods, but we should be prepared in case of there being surplus goods in the Canadian market to have room for an overflow by exploiting the markets of other countries. Our manufacturers have been very enterprising in agricultural implements; they have gone into the other markets, and have done remarkably well. If we can produce as cheaply as Britain can or as the United States can, and if we can produce the same quality of goods, nothing remains but

the capital and the enterprise to enable us to send these goods where American or British or French goods can go. And we know the extent of the British commerce; we know the extent of the markets which the people of Great Britain have and the people of the United States have. Young as we are we ought to lift our faces, we ought to turn our faces towards the occupation of the foreign markets as rapidly as possible.

I am glad, therefore, that an Association having these aspirations, composed of the captains of industry, composed of men of great experience, have met here to consider how our industries can be best advanced, and to give us object lessons in those powers of organization and policies and principles of skilled enterprise which their vast experience must have taught them. When your sessions are closed I think you will leave the impression that the manufacturers of Canada have a higher place than ever they have had before in the public opinion of the whole Dominion, as a body, sane, rational, capable of discussing vexed and perplexing questions and capable of dealing with public matters on broad lines. We must broaden our sympathies; we must reach out commercially, politically and nationally, east and west and north and south, so that the Dominion shall have a place among the nations of the world.

JOHN BULL'S POLICY

I am delighted, Mr. Chairman, to have heard you say Mr. Brassey is here to-night, as he is a distinguished Englishman who has given a great deal of attention to the trade question, and, as he is a scion of a noble house whose name is intimately associated with the early development of Canada. (Applause.) His grandfather was concerned, as you know, in the construction of the Grand Trunk Railway; his father as a Member of the House of Lords was Governor of one of the States of the Australian Commonwealth. I had the extreme pleasure of enjoying his hospitality a number of times on my visits to Great Britain. You will hear something of the feeling of England, I hope, from Mr. Brassey. We do not know exactly what John Bull is going to do in this crisis. We think he will do the kindly thing towards Canada. I believe he wants to treat us well. He may hesitate for a moment; the old gentleman is cautious. I don't know as he knows exactly what to do just now. We might whisper in his ear we would like him to give us a preferential tariff; we might whisper in his ear we would like him to send his capital over here and exploit our industries; we might whisper in his ear that he might spare some of his surplus population to fill our prairies and

help us along; and anything the old gentleman can do to make this Dominion stronger is a good investment, for, if there is any part of his vast dominions that is more loyal than the other I think it is the Dominion of Canada—(applause)—and we are sure that Mr. Brassey will bring home with him enlarged conceptions of the extent and wealth of this country; pleasant recollections of the hospitality bestowed upon him; and I think he will feel that there is in some way or other running through our veins some of the spirit of the old Vikings; the old heroes of England by flood and by field; the men who laid the foundations of England's wealth, and who made her the market house of the world; who sent her ships abroad on tempestuous seas to conquer to the Crown and to the Empire lands and countries unknown, and has planted wherever her flag has floated that civilization which we so much appreciate and so much enjoy. He can say all these things without exaggeration—he could not exaggerate if he would—and we will be glad when the Empire and colonies are brought more nearly together. If that may not be just now, let it be in the sweet by-and-bye, but not too long. If we do not get a preferential tariff this year, let it come soon; it would help us; it would help Great Britain. We do not want it if it would not help the Empire. We are not basing our claim for a preferential tariff upon any selfish principle, but upon the general good of the Empire, and it is upon that ground we speak these sentiments, so far as Canada is concerned. I welcome you, and I have taken a long time to do it, haven't I? I hope you will enjoy yourselves. Mr. Oliver, acting for the mayor, welcomed you to Toronto. That is a small place compared with Ontario. I welcome you to tramp all over Ontario if you wish to do so; I welcome you to fish in all of our streams, so long as you do not break the law and fish in the proper season. If there is anything good that you think you ought to have, ask for it, and we will give it to you if we think it is the proper thing. We never give people things they ask for that they ought not to receive. We exercise a slight control over them. We hope that your meetings will be profitable for all concerned. (Applause.)

Mr. Murray—I am sure it is a great pleasure to hear these words from our worthy Premier. Now, may I ask Mr. Birge, the president of the Association, to say a few words to you. (Applause.)

Mr. Cyrus A. Birge—Mr. Chairman, Hon. Premier Ross, Mr. Acting Mayor, Ladies and Gentlemen: It gives me a great deal of pleasure on behalf of the

Canadian Manufacturers' Association to be here and to listen to the words of welcome that have been given to us by the chairman, by the Hon. Premier, Mr. Ross, as representing the largest manufacturing Province in our Dominion, by Acting Mayor Oliver, as representing the largest manufacturing city in this Province, and by you, sir, as representing a branch of the Canadian Manufacturers' Association, the largest organization of its kind in the Dominion, if not on the continent.

The Hon. Premier referred a few moments ago to this legislative body which was before him here, and it must have surprised him as he looked at them sitting on his right and on his left for the first time to find men at his right who have been his opponents politically for years past, and to find men upon his left who have been his strongest supporters for years past, and it must have occurred to him that there has been a turn-over some way; and there has been. In the Canadian Manufacturers' Association it will be my privilege to-morrow to preside over an organization that will not discuss the questions before them from a party standpoint. (Hear, hear.) They will be composed of Conservatives and Liberals alike, but they will discuss the questions that will come before them from a Canadian standpoint and a business standpoint. (Applause.) It was not always thus. You referred, sir, to three years ago when this organization met here; and it had been meeting here, I think, for some twenty-nine years previously—I think this is the thirty-second anniversary of this Association. In its earlier days it was small, and its doings were small. It came to Toronto; it met, and sometimes, perhaps, it was noticed in the press and sometimes it was not; sometimes it got a good deal of notice in the press and sometimes it didn't. But three years ago it was reorganized upon a new basis, and it has grown, and grown wonderfully since, and it has been giving its attention to manufacturing business and manufacturing industries. We are not manufacturers merely of articles of wood and stone, and iron and cotton and wool, and so on; we manufacture enthusiasm; we manufacture Canadian sentiment; we manufacture a feeling of pride in our country, and we manufacture a spirit of independence, a spirit of national pride. We have been doing that for some time, and the result is shown in an exhibition that has been given in Hamilton, and which the Premier had the honor of addressing on Monday, and which has been brought about under the auspices of the Daughters of the Empire, whose president, I see, is here to-night; and the idea of "Made in Canada" is being impressed upon the people of Hamilton and Can-

ada by that exhibition; goods that are made in Canada, and some of the finest that you can find anywhere.

OUR IDEAL

The Hon. Premier said a few minutes ago it was necessary if we exhibited our goods we should exhibit the best or none at all. He was right. So we should; and we are proud of that idea of "Made in Canada"; proud of the growth that idea has attained.

Now, Mr. Chairman, it is not my intention, nor is this the place for me to enter upon a discussion of the resources of this great country of ours. I shall do that at another place to-morrow, but I want, on behalf of the Manufacturers' Association, to thank you for the hearty welcome that you have given us. Two years ago we received a hearty welcome in Montreal; last year we went to Halifax, and on our way there we were invited to Quebec, and received a most hearty and cordial reception at the hands of the manufacturers and people of Quebec. In Halifax we received a similar welcome, and to-day in Toronto we receive a welcome equal to any of them. On behalf of the Manufacturers' Association I thank you, Mr. Chairman, you, Mr. Premier, and you, Mr. Acting Mayor, for your kindly words and your kindly welcome; and while we may not avail ourselves of the privilege of tramping over the whole of the Province, as we are invited to do by Mr. Ross, we shall some of us go over the whole of Ontario while going over it to our respective homes to build up the localities in which we live; to build up the industries in which we are engaged, and to build up this glorious Dominion of ours. (Applause.)

The chairman called upon the Hon. Thos. A. Brassey, M.P., of London, England, to address those present. (Applause, prolonged, greeted Mr. Brassey.)

HON. THOS. BRASSEY

The Hon. Thos. Brassey, M.P.—Mr. Murray, Mr. Ross, Ladies and Gentlemen: I owe an especial debt of gratitude to the Canadian Manufacturers' Association for having kindly permitted me to say a few words on this occasion. I hope they will not judge me harshly if I put the British view rather than the Canadian view before this audience to-night, not only on the trade question, but also on another question which was alluded to by you, sir, in your opening address, the question of Imperial Federation. It is many years ago, some sixteen years ago, since I first became associated with Dr. Parkin, who is pretty well known in the city of Toronto in the advocacy of the cause of Imperial Federation. I became convinced as a result of some sixteen

months' travel to the various parts of the Empire—Australia, India, South Africa, Canada—that this Empire can only remain permanently united by the recognition of two great principles of Imperial Government, the one, that every part of the Empire capable of self-government has a right to manage its own internal affairs in its own way; the other, that every part of the Empire which bears its fair share of Imperial burdens has a right to a voice in the control of Imperial expenditure and Imperial policy. (Applause.) Ladies and gentlemen, I have been coming for some time to the conclusion that the burden of defending the Empire is becoming too heavy for the taxpayers of the Mother Country alone. (Hear, hear.) There has been in recent years since I first became the editor of a somewhat well-known book of reference on naval subjects, the "Naval Annual," an enormous increase in the naval strength of Germany, of Russia and the United States. It might be possible for us to have maintained the command of the sea against two powers alone, but not only France, but Germany, Russia and the United States are bent on building up powerful navies. I say, and I think I say advisedly, that I foresee the time when the burden of defending this Empire is going to become too heavy for the taxpayers of the Mother Country alone. When I was Lord Spencer's private secretary at the Admiralty during the last Liberal Government in the Old Country Lord Spencer felt it his duty to oppose a considerable increase in the navy. Sir William Harcourt, who was then Chancellor of the Exchequer, provided for that increase in the navy in large part by the imposition of extra estate duties. Now, ladies and gentlemen, I do not suppose many of you are aware how hardly those estate duties pressed upon particular classes in the Old Country. It has meant for some, and some amongst my own relations, that they are taxed out of their homes for a considerable number of years; that is to say, that a man cannot occupy the estate or home which his father occupied for some years after he comes into it until the estate duties are paid. Those estate duties are oppressive to a particular class. I will only mention that instance.

Now Ladies and Gentlemen, I think you would also be disposed to agree with me when I say that the command of the sea, if not as necessary for you here in Canada as it is for us, at any rate is exceedingly necessary for the people of Canada. We send you some \$59,000,000 worth of goods a year. You send us some \$125,000,000 worth, mainly agricultural produce. I say to you in Ontario as I said in Winnipeg the other day that unless those goods, that agri-

cultural produce, can reach the markets of the Mother Country it is useless for you to cultivate your land. Gentlemen, we do not expect the colonies to contribute to the defence of the Empire until we are prepared to give them a voice in the control of any expenditure which they may contribute. (Applause). Our constitutional arrangements in the Old Country have to be reformed before it is possible to give you that voice. Every Canadian for thirty years past and every Australian for the past two years has lived under three Parliaments, each dealing with a distinct class of business. The citizen of Toronto has this Legislature in which we are met to-day; he is living under the Dominion Parliament of Canada which is dealing with business affecting the whole of Canada, and he is living also under the Imperial Parliament in which at present he is not represented, which deals with the business of our widely extended Empire. We in the Old Country are attempting to deal with all these three classes of business in one single assembly, and when sixty-seven millions of pounds sterling, not dollars are voted in three hours, at the rate of twenty-two millions an hour, practically without discussion, I think one is justified in saying that the attempt is breaking down. What we have to do in the Old Country is to free our Imperial Parliament of much of that local business—you would call it Provincial business—which it now endeavors to ineffectually transact. (Hear, hear). Imperial Federation as you, Mr. Ross, so wisely said, is a movement which cannot be forced, and in my view each part of the Empire has got its own work to do in the immediate future. Australia has got to get her Commonwealth constitution into working order. It is idle to expect Australians, having just made that great constitutional experiment, such as is involved in the establishment of a commonwealth constitution, to make another constitutional experiment for some years to come. South Africa must be federated before South Africans will be prepared to consider the problem of Imperial Federation. And I think from what I have heard as I have passed through this country, that you in Canada desire to devote your attention in the immediate future mainly to building up this country, and I say we, that are in the Old Country, have our task to perform, and that is to rid our Imperial Parliament of that local business which it now attempts ineffectually to transact.

PREFERENTIAL TARIFF

Ladies and Gentlemen, let me turn to the other side of my subject. I desire to say a few words on that question of perhaps more immediate importance at the present moment, the question of preferential trade. That question which

has been raised by Mr. Balfour and Mr. Chamberlain, may be regarded from two aspects. In the first place it is the question of retaliation. The need which I think is pretty generally felt in the Old Country, that some steps must be taken to prevent the British market becoming the dumping-ground for the surplus stock of the American or German manufacturer. (Applause.) I believe that there will be little difficulty in carrying through the policy of retaliation, but when we come to the question of Preferential Trade within the Empire we get onto more difficult ground because you, Ladies and Gentlemen, will appreciate as fully as I do that it is idle to discuss any scheme of Preferential Trade with the Empire unless we in the Old Country are prepared to put a tax on foreign wheat and foreign meat for the benefit of the Canadian or Australian corn grower or meat producer. Mr. Chamberlain's policy is to do this but at the same time not to increase the cost of living to the people in the Old Country. He claims that he can do this by substituting taxes on those articles which we cannot produce in the Old Country, for taxes on those articles which we can. In other words, by substituting duties on corn and meat for tea, coffee and sugar which I maintain are as much the necessities of the life of the people to-day, as was bread sixty years ago at the time when free trade was introduced. Those duties would be imposed in my view—Mr. Chamberlain has not indicated his policy, and I am only expressing my opinion—on all food-stuffs coming into the Old Country, but with a substantial preference in favor of those coming from the colonies. The effect of such a policy would be to throw population into Canada, into Australia, and into South Africa, rather than into the Argentine Republic or the United States or some other part of the world. (Applause). Mr. Ross, what would have been the population of Canada to-day if such a policy as that had been instituted twenty years ago? (Applause).

Mr. Ross: 20,000,000.

Mr. Brassey: 20,000,000 you say, sir, and I believe you say what is true. Is not the growth of Canada likely to be infinitely more rapid in the next twenty years if this policy is carried through than if the present fiscal policy in the Old Country is retained?

IMPERIAL DEFENCE

Now I come to the more thorny part of the subject in which many of you gentlemen here will certainly not agree with me. If that policy is to be carried through, we who are advocating it, as I have advocated it and intend to advocate it, have got to give a good answer to those who ask us what are the

colonies going to give us in return for the taxes that we are to impose partly for their benefit, on food-stuffs for the people of the Mother Country. Two answers can be given. One was given by the Congress at Montreal, the other day. A resolution was passed on motion of my friend, Mr. German, whom I am glad to see here, that it is the duty of the colonies to participate in the defence of the Empire. Now, I say to you, gentlemen, representing the manufacturers of Canada if the Colonial taxpayer is standing shoulder to shoulder with the British taxpayer, and bearing his share of the burden of Imperial defence, it does not matter from an Imperial point of view, whether a cotton mill is established in Toronto or in Manchester; it does not matter whether there is a woollen factory here in this city or whether it is in Leeds; but until that comes about it makes all the difference from the British point of view, because as long as that industry is kept going in the Old Country, as long as that mill is working in the Old Country, the profits of that mill are subject to taxation for the defence of the Empire. I think, gentlemen, you will appreciate that point. But, as we have already said, the time has not yet arrived when we can expect the colonies to make any direct contribution in money to the defence of the Empire.

AN EFFECTIVE PREFERENCE

Now, the second answer to the question is that the colonies are prepared to give an effective preference to the products of the Mother Country in their markets. We have heard a good deal here to-night from previous speakers about the desire, which I have no doubt, was shared by every one almost in this room, that the policy which may be briefly termed "Made in Canada," shall prevail. It is the object and a legitimate object of Canadian manufacturers to supply either wholly or in large part the Canadian market. I think Mr. Ross said also that it should be their ambition not only to supply the Canadian market, but also to supply the markets of other countries. Now Ladies and Gentlemen, if it ever becomes the policy of the Canadian Government and the Canadian people to carry out this desire of the Canadian manufacturer at the expense of the manufacturer in the Mother Country, there is no basis for a policy of Preferential Trade within the Empire. The justification for imposing a tax on the food-stuffs going into the Mother Country, is that the colonies will take a larger proportion than they do now of the manufactures which we are exporting from the Mother Country. You import now I believe some \$70,000,000 worth of manufactured goods from the United States. I believe that you import

some \$20,000,000 worth of manufactured goods from Belgium, from Germany, and other countries in Europe. Add those together and you arrive at a sum of \$90,000,000, equivalent in round figures, to eighteen million pounds sterling. Eighteen million pounds sterling is not a very large figure in a total export trade of three hundred and fifty million pounds sterling. I mention these figures to show that unless the Mother Country is not only able to secure a large share of that trade which you at present do with foreign countries, but is also able to secure a considerable proportion of the increase trade, to supply a considerable part of the increase demand which would certainly result from a preference given on agricultural produce in the home market, it seems to me we have got no very solid answer to give to those who ask you what are the colonies prepared to do in return for the taxation of the foodstuffs of the people of the Mother Country.

THE RIGHT VIEW

Ladies and Gentlemen, the Canadian manufacturers' view, and the view I have put before you to-night—and it is well you should consider it although you may not agree with me—may appear diametrically opposed. I believe that a solution is possible by mutual concessions, by interchange of opinion between the representatives of the Mother Country and of the colonies, such as we had at the Congress the other day at Montreal. I believe, as I have already said, that some solution may be found. (Hear, hear). Nothing has struck me more during the time I have been in Canada, than the cordiality of sentiment expressed on all hands towards the Mother Country. At the Congress at Montreal, the Canadian manufacturers, one after the other, freely asserted what their sentiments were, and I most sincerely believe what they said. Ladies and Gentlemen, sentiment may be a very valuable means of keeping this Empire united, but sentiment is not everything. Into your Northwest country from which I returned a day or two ago, there are pouring a large number of people, not of British origin. As far as I was able to gather, those farmers were taking up the country, settling on lands in the Northwest Provinces and Manitoba. They are satisfied with Canadian institutions, but there is no reason why they should be loyal to the Imperial connection. I believe as firmly now as I did a few months ago, before I left the Old Country that it is vital to the future unity of the Empire that these farmers should realize that there is a material benefit to them from living under the British Flag. (Hear, hear).

Ladies and Gentlemen, I fear I have kept you on a social evening, too long. I have said much that will go against the grain with many of you, but as I said before, the unity of this Empire is only to be brought about by such a policy as that raised by Mr. Chamberlain; can only be carried through by free comments and interchange of opinion between the representatives of the Mother Country and the colonies. (Applause).

MR. MURRAY

Mr. Murray: I assure you we are all more than delighted to hear the words of Hon. Mr. Brassey has been kind enough to tell us. I do not think that when we come down to discuss the questions of Imperial relations the British manufacturer, whether he is settled in Canada, in the Old Country or any place else—because I call all manufacturers that are under the Union Jack British manufacturers—but wherever they are settled, when they come down to discuss the question of Imperial policy, and they will do so before very long, I am quite satisfied it will be on a basis which will be quite acceptable to Canada on our side as it will be to the Britannic manufacturers on their side. There is no question whatever that the spirit that is

abroad to-day in the British Empire is that we shall stand together for the Empire, (hear, hear), and we cannot stand together if on important questions of manufacturing we are going to be divided. We will come together with entire satisfaction, as I said before, and I am sure that that will not be very long or far delayed. (Hear, hear).

Before leaving the chair I think we are only doing ourselves honor in thanking the Premier for his kindness in giving us this Chamber to have our gathering in. (Applause). He has given us evidence of the sincerity with which he wished to do a kindness to us in the decorations that he has had put up in our honor.

We have prepared downstairs something for the body, as well as the magnificent festive entertainment we have had for the mind here, and when we are through here, if you will kindly find your way downstairs you will find the place all nicely prepared and some one there to look after you. Before suggesting that we go downstairs I would like to say that it will be a great pleasure to the order of the Imperial Daughters of the Empire to have the ladies attend a reception and garden party which has been prepared under

the kind auspices of the Lieut.-Governor and Mrs. Clark, in the Government House grounds, and I would like to thank Mrs. Nordheimer, the President, and with her the other ladies, for the kindness with which they have undertaken such a courteous act to the ladies, wives and daughters of the members of the Canadian Manufacturers' Association.

I say to Acting Mayor Oliver that we appreciate the kindness of the Mayor and the Council of the City of Toronto and their courtesy in extending to us a drive on Friday afternoon to show the beauties and magnificence of our city, of which we are all so proud, and, in fact, of which all Canada may well be proud. We have had a very great many conventions in Toronto in many years, and wherever the people come from, whether it is an aggregation of educationalists from the United States, scientists from the Old Country, medical men from the world over, or anything else, they all go away saying we have one of the finest and prettiest cities they have ever seen, and I think so, too. We will now adjourn downstairs.

FIRST BUSINESS SESSION

Thursday, September 17th, 10 a.m.

The President, Mr. Cyrus A. Birge, took the chair and said: Now gentlemen, if you will come to order we will open our Convention by singing "God Save the King."

After the singing of the National Anthem he said:

Gentlemen, before we proceed with the programme before us, just a word of welcome. I am glad to see so many here. There is one feature of the manufacturers present, however, that is not usual, and that is their bashfulness. I notice the bulk of you are getting around in the back seats. If you were looking for business or orders you would not be there. There is plenty of room at the front and it would be well if the gentlemen would come closer together and when the other members come in, arriving on the morning trains, they will fill up the spaces that are left.

I shall not take up any time at the present moment in saying anything further, but shall take up the programme that is before us. We will have first the minutes of the last meeting.

Mr. Younge: The official report of the proceedings of the last meeting are published in "Industrial Canada," the official organ of the Association, and as such they are before you.

The President: Is it your pleasure that they be taken as read?

On an assent being given it was so ordered.

The President: With reference to the appointment of the Resolutions Committee, of course the business is yours, but if it is your pleasure, gentlemen, and meets with your approval, perhaps it would save a little time if you allow me to make a suggestion, and you can adopt it or if not you can appoint a Resolution Committee to suit yourselves. I would suggest that the chairmen of the various committees, together with Mr. Drummond and Mr. Munro, of Montreal, be the Resolutions Committee. This meeting with the approval of the Convention it was so ordered.

The President: Now gentlemen, if there are any of the members who have resolutions which they desire to present to this Convention they will kindly hand them in now and they can go before the Resolutions Committee in the regular way, and come before the Convention at a later time.

Mr. Younge: I have a resolution submitted from the Montreal Branch of this Association which reads as follows:

Moved by William Smail, seconded by Robert Munro, "That it is in the interests of Canada, both from financial and patriotic

reasons, that the coinage in use shall be Canadian; this Association requests the co-operation of the Canadian people, Banks and Government to secure the removal from circulation in Canada, and exportation of all foreign silver coinage, and its replacement by Canadian silver coins."

The President: Are there any other resolutions, gentlemen? The Secretary tells me there are others to come. We would be very glad to have them now.

Mr. Younge: I have a resolution from the Woollen Manufacturers' section of this Association passed at their Annual Meeting held here yesterday, dealing with the tariff.

Mr. W. K. George: It seems to me all these resolutions should go before the Resolution Committee before they are read here. They may be changed and altered and I would simply suggest that all resolutions go direct to the Resolutions Committee to be acted on by them and then returned to the general meeting.

Mr. G. E. Drummond: I would suggest also that the gentlemen of the press observe that rule. They will go before the Committee and be brought down afterwards.

The President: I think the suggestion is very good. I had not thought of these resolutions covering quite so much

ground, and I think we are acting along the right lines.

President Birge, on rising to read his

annual address, was greeted with applause, and said: "Gentlemen, I shall as briefly as I can give you what has

become a custom of our Conventions and Association, an annual address from the retiring president.

PRESIDENT'S ANNUAL ADDRESS

Gentlemen,—It gives me great pleasure to welcome you to this, the thirty-second annual meeting of the Canadian Manufacturers' Association.

Up till three years ago all the annual meetings of the organization had been held in this city. Since last we met here, however, we have come together in the cities of Montreal and Halifax, a departure which followed naturally the widening scope of our labors, and which, I am happy to say, has been followed by splendid national results. To-day, we meet again in the present home of the Association, not as we once were, a local and afterwards a Provincial body, but as Canada's greatest commercial organization, representing the busy workshops and humming machinery of nearly thirteen hundred Canadian factories, scattered from the Atlantic to the Pacific. Our convention in Montreal, with its enthusiasm and success, we cannot forget, and there are still fresh in our minds the memories of our last great gathering in Halifax, when the East threw open her gates to us and proclaimed in our welcome and throughout our deliberations the commercial unity of all the Provinces of Canada in this Dominion organization.

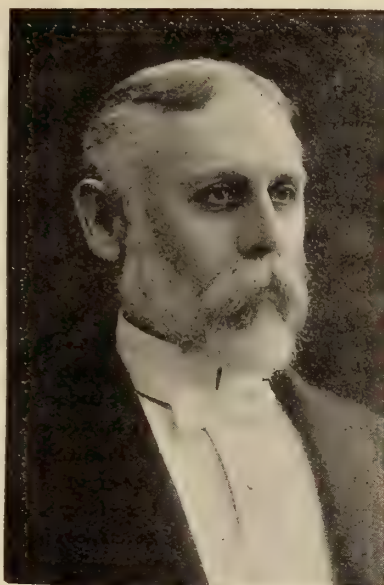
It is plain that Toronto welcomes us again, even more heartily than in former days, and is it not fitting that we should gather here again, where our new birth took place three years ago, and forge another link in the great chain which binds us together for the good of our common country?

THE PAST YEAR

Since we met in Halifax, much has transpired which claims our attention as Canadian business men. We see Canada commanding the consideration of every other nation; rejoicing in a period of remarkable development; asserting without fear a fiscal policy which has commanded the respect of European countries; governing herself in the fullest enjoyment of liberty, yet proud of her place among the subjects of Great Britain. We see South Africa following Canada's example in instituting a British trade preference. We see the nations of the world set against each other in industrial warfare such as we have never seen before. We see the hostile competition of foreign countries press more keenly than ever before through the open door of the Motherland. We see the British people stirred to serious thought—thought which may

lead to a revolution in British commerce, and produce corresponding changes in the trade of the whole world.

And over all, we see with rejoicing the reign of a beloved Sovereign, whose life is being spent in the service of his people, and who by his own personality is strengthening the bonds of Empire, and promoting harmony and good will among the great nations of the earth.



MR. CYRUS A. BIRGE,
Canada Screw Co., Hamilton,
President 1902-1903

IN CANADA

But our interests are particularly centred in Canada, and a few words regarding our recent progress will lead up to a discussion of those questions in which the members of this Association are specially interested.

It is gratifying to every loyal Canadian to reflect upon the advances made by Canada during recent years, and to foreshadow the great future which is surely hastening toward us.

No other country in the world in proportion to the population has shown such great increases in its trade and commerce during the past five years, the figures for both exports and imports having nearly doubled during that time. Last year the total trade of Canada amounted to \$467,000,000, an increase over the previous year of more than \$43,000,000. The bank deposits of Canadian people showed a total last year of \$460,000,000, and the foreign trade more than \$79 per capita, which is the fourth largest in the world, being exceeded only by Great Britain, Belgium and Cape Colony.

EMIGRATION

The emigration to Canada during the past year is nearly double what it was in the year previous—reaching a total of 125,000, and this figure will be largely increased during the present year. No other feature is more indicative of our growth. During the ten years preceding 1901 sixty per cent. of the British emigration settled in the United States, and only ten per cent. in Canada. To-day, not only is a large proportion of the British exodus finding its way to Canada, but within the first seven months of this year nearly thirty thousand citizens of the United States crossed the border to settle in Canadian homes.

The general conditions throughout Canada have been those of prosperity and plenty—in fact, I believe that nowhere on the face of the earth are there five millions of people who wear better clothes, eat better meals and enjoy more of the good things of life than the people of Canada. Over and above this material prosperity, we rejoice to find a true Canadian spirit pervading and dominating our whole national life, not a blatant self-assertion or an empty jingoism, but an honest pride in our splendid resources and achievements, and in the fact that we are Canadians, first and always.

OUR MANUFACTURING INDUSTRIES

But I wish to speak specially of our manufacturing industries, and a simple examination of the facts proves clearly that as manufacturers we have not only shared in, but have contributed largely to the general prosperity of the time.

EXPORT TRADE

The returns of the 1901 census are not yet complete, and though the Commissioner has taken considerable trouble to give me some partial returns, I cannot avail myself of them for purposes of comparison, but we can get some idea of the growth of our industries by comparing the export figures of 1893 with those of 1903. In 1893 our total exports amounted to \$118,000,000. In 1903 they totalled more than \$214,000,000, an increase of 81.4 per cent. In 1893 our manufacturers exported 39.8 per cent. of our total exports of domestic products, while in 1903 they exported 47.2 per cent. It is interesting to notice the classes of our exports and their relative value to each other. Our exports of domestic products for 1903 amounted to \$214,000,000, as follows:

Forest products, raw. \$5,000,000 2.3 p.c.
 Animals and their products, deducting cheese and meats.. 27,000,000 12.6 p.c.
 Agricultural products 38,000,000 17.8 p.c.
 Mining products.... 31,000,000 14.5 p.c.
 Fisheries 12,000,000 3.6 p.c.
 Manufactured meats and flour, including cheese.....101,000,000 47.2 p.c.

It is, therefore, evident that our manufacturing industries form a most important part of our national assets, and it is also clear that all our producing industries are marching side by side in the development of the resources of this manufacturing country. This is as it should be. Each is dependent upon the other for success and growth.

Our cities and towns may be said to be the centre for production and distribution. Not only do they supply the most valuable market for the Canadian farmer—they are a source of wealth to every class in Canada. For instance, the output of manufactured products in this city alone during the past year amounted to more than \$60,000,000, a sum equal to the value of the wheat produced in the same time in our great Northwest. Throughout the Dominion the factories are the mainstay of many towns and villages, and it is moderately estimated that forty per cent. of the total population is supported by our manufacturing industries.

Not only do these industries represent a very important part of the web and fibre of our people at home; they are representing our country—and with credit—in the foreign markets of the world. Side by side with our Manitoba wheat, acknowledged to be the best in the world, we are sending to the great consuming markets our manufactures in cheese and meats, which are fast gaining a world-wide name for excellence. Our agricultural implements are second to none. Our woollens and cottons in many lines are unexcelled. Our manufactures of wood are the very best. Our canned goods are pronounced superior in quality. Our musical instruments can compete successfully with any. And in how many other lines are Canadian manufacturers carrying to every quarter of the globe the very best advertisements which the Dominion can have! Yes, though we are but in our infancy, we are proud to say that in many lines Canada is competing with the world. Hand in hand, the Canadian farmer, the Canadian artisan and the Canadian manufacturer are finding in markets beyond the seas, against the fierce competition of foreign trade, a demand for what our country can produce.

Is it any wonder, in the light of these facts, that we might expect to find among the manufacturers of Canada a

powerful force for the progress of our country, with an unwavering faith in her magnificent possibilities? And is it not from just such a national sentiment, intensified and crystallized into action, that an organization like our own has spontaneously arisen, to speak, and think, and act, not simply for ourselves, as individual manufacturers, but upon great national questions, which concern the welfare of our land?

THE ASSOCIATION

This brings me to say a few words with regard to our Association. There are many difficulties to be met with in maintaining an organization whose field is so widely scattered and the interests of whose members are so varied and diverse.

There are, on the other hand, so many advantages to be gained that I believe this organization has now come to be an indispensable element in the success of the progressive Canadian manufacturer. He finds here a uniting link, connecting him with, and drawing his ever-increasing interest to, every part of Canada. Last year we took the manufacturers of British Columbia to Halifax—on Saturday next we leave on a special train for the West, to introduce one hundred or more Eastern manufacturers to the wheat fields of Manitoba, the spreading prairies of the great Northwest and the mountain Province beyond. This Association is distinctly representative of Canadian unity, and what is needed more in this country at the present time? We feel that the people of the West should be understood in the East, and that the people of the East should be understood in the West, and that finally their interests are one. This Association is, I believe, doing more than any other organization in Canada to bring about that end.

Nor is the Association's thought less broad and comprehensive than its geographical confines. Every question is viewed from a national business standpoint; every great trade issue is carefully discussed, and the good of all is paramount.

EXECUTIVE COUNCIL

It has been one of the most interesting experiences of my life to preside over the meetings of the Executive Council during the past year. The coming together each month of men from every part of Canada, the important questions dealt with, the broad Canadian spirit in which they are considered, the interest of one manufacturer in his fellow manufacturer, the consideration given to individual grievances, and the hearty spirit of unity pervading the deliberations—all of these have made a profound impression on me.

I have learned the value of an organization established on such a basis, with such a worthy purpose and such magnificent machinery, and I express to you my firm conviction when I say that we as manufacturers, and Canada our country, have only begun to reap a small proportion of the benefits which may, and surely will, accrue to us through the offices of such an institution.

I cannot pass from this without expressing my appreciation and warmest personal thanks to the members of the Executive Council for their co-operation during the past year. They are all busy men, yet many of them travelled long distances to give their time and assistance to our work. Their unselfishness and faithfulness were a constant inspiration to me and to one another. I have the same to say of our standing committees, whose reports came to us regularly every month, showing the vigilance and care spent upon every feature of the work. From my own experience, I would say that the members of all of these committees have their reward in the benefit which they themselves have derived.

THE SECRETARY

In this same connection I wish to say a word with reference to one who more than any other has contributed to the success and growth of our Association in carrying on its important work. I refer to our chief executive official, the secretary, who, together with his splendid staff, has labored so earnestly, faithfully and effectively to promote the interests of the Association and its members. Practically our general manager, with the executive as his band of directors, he has, with untiring energy and splendid ability endeavored to perform the functions of his office, to extend the influence of the Association, and bring its aims and efforts into practical effect. None but those directly associated with him in the Executive Council or on the various committees know or can form any idea of the enormous amount of work that falls to his lot, or the splendid executive ability which he has shown, in carrying out the policy and wishes of the Executive in watching the interests of our members throughout the widely extended field covered by their interests, in conceiving and placing before our committees plans for carrying on our work, and in mastering and carrying out the necessary details of the largest business organization in the Dominion. We have a splendid secretary—the right man in the right place—and I feel that I cannot speak too strongly in expressing, not only for myself, but for my colleagues on the Executive and committees, their and my appreciation of his efforts.

We have now reached the end of the year, and I report to you with pleasure that the Association has made progress in every department of its work. This will be very evident when you hear the statistical reports and when you learn of the activity displayed throughout the various committees, the good results of which are already apparent in many directions.

The Association is stronger to-day than it ever was before. It has a larger membership, a greater influence for good, a more perfect organization, and a brighter prospect than ever in its past history.

TRADE RELATIONS

I now pass from this brief reference to the Association and its work to touch upon very briefly a few of the most important questions with which we find ourselves face to face.

As citizens of Canada and the Empire, perhaps the subject which is uppermost in our minds at the present time is the question of our fiscal relations with the various countries with which we trade. This subject is forced upon us by the tendencies of the age. While within national boundaries there has been, and is, an increasing movement towards amalgamation and consolidation, there is between the units in the world of commerce an advancing tendency towards exclusion and isolation. It is a remarkable fact that all the great commercial powers, with the exception of Great Britain, have fortified their resources and industries behind tariff walls in order to defend themselves against the keenest competition which the world has ever witnessed. Industrial warfare, promoted by extreme measures for aggression and defence, is to be seen on every hand. Trade, while complex, is more or less sensitive, and the almost uniform adoption of protective tariffs has had much to do with shaping the changes which we see in the world's commerce to-day. This is why all other questions have given way, even in the thought of conservative Great Britain, to the consideration of a new fiscal policy.

IMPERIAL PREFERENCE

Not within the past fifty years has Great Britain been so completely stirred. The note of Mr. Chamberlain's campaign has been the signal for a general enquiry, and throughout the Old Land, where many industries are suffering from the pinch of foreign competition, business men are earnestly enquiring whether the free trade policy established more than fifty years ago will maintain for Britain the industrial supremacy which she has held so long. The suggestion is made that the various por-

tions of the Empire should be bound together by an Imperial preferential tariff, which will preserve British markets for British producers and defend British capital and labor against the world. This subject is not new to Canadians. We have already granted a preference, but we have now reached a point where we must decide whether a preference will be continued, and if so, what the limit of that preference will be.

CANADA'S ATTITUDE

It was a noticeable fact that at the recent important congress held in Montreal the delegates from Great Britain eliminated the consideration of sentiment from their discussion of this question, and they were right. If a bond of Empire is to be established through the trade relations of its various parts, the plan adopted must appeal to each of those parts as a business proposition. Canada's first duty is towards herself. Action from any other standpoint will undoubtedly be followed by the most serious results.

Canada was the first British dominion to grant an Imperial preference. We have lived under that preference for five years, and we have felt what it means to give Great Britain 33 1-3 per cent. off our duties, which means an advantage to her of 50 per cent. over her foreign competitors. Our imports from Great Britain have been largely increased through the preference granted her. They might have increased much more were British manufacturers as aggressive as their foreign competitors.

I would not be just to Canadian manufacturers were I to withhold the fact that they have suffered in many branches of industry from the British preference. Many of them are feeling keenly the competition of the cheaper productions of the Mother Country, and others are suffering from the abuse of the preference by firms in Germany, the United States and other countries, who actually have their goods transhipped to Great Britain in a partially or wholly manufactured state, and reshipped from there in order to obtain the advantage of the reduced duty.

But what is the attitude of the Canadian manufacturers to the preference? We have always supported it. We do so to-day, recognizing the benefits which may accrue to the Empire, and the advantage which may some day be secured for the Canadian producer in the great consuming markets of the United Kingdom. But we believe our position to be fair and reasonable when we say that we will not agree to any increase in the present preference. We might go farther and confirm the opinion of the Honorable the Minister of Finance for Canada when he suggested recently that

unless some return were offered by Great Britain, Canada might consider seriously whether the present preference would be continued. This great problem will be fought out in every part of the Empire. It may involve a few years of investigation and discussion, but I believe it will eventually result in an Imperial preference, and we have confidence in the sound judgment of British statesmen throughout the world that the details will be arranged to the satisfaction of and for the general good of all.

THE UNITED STATES

Turning from our relations with Britain, let us glance at our trade with her foreign competitors, particularly with the United States. Let it be borne in mind that the United States has shown no favors to Canada. Within the past thirty years we have repeatedly sought a reciprocity arrangement, only to find that our great neighbors closed their doors even more tightly against us. To-day what are the conditions? They are reversed—Canada is still on the map. She asks no favors from the United States, but we are told that the United States would gladly enter into an arrangement with Canada, and that there are active organizations in the great Republic spending thousands of dollars to bring about this result. Thanks to Providence and our own integrity, we have learned to stand alone, and not a vestige of sentiment for reciprocity with the United States remains among our people. But while this is true, we spend more money with our greatest competitor than with any other country. Our imports from the United States have risen from \$22,000,000 in 1868 to \$74,000,000 in 1898, and to nearly \$129,000,000 in 1903. During the same period our imports from Great Britain have increased from \$37,000,000 to \$58,000,000. This means that our imports from our best friend have increased by 56 per cent. while our imports from our keenest competitor have increased by 480 per cent. Our trade with Great Britain last year showed a balance in our favor of \$66,000,000, \$61,000,000 of which we transferred in gold to assist the farmers and build up the factories of our competitors across the line.

Our imports from the United States last year amounted to 57 per cent. of our total exports to all countries and exceeded by \$20,000,000 the combined exports of the products of our forests, our mines, our fisheries and our factories. We have six millions of people. They have eighty millions. Our producing country might expect to supply to some extent at least their great consuming population. But, no. Our farmers and manufacturers alike are barred. Why

mention reciprocity? They have already an unfair advantage. Why increase it? Canada is in no condition to bargain with a neighbor which has a tariff wall twice as high as her own and a population fifteen times as large. But before leaving the subject, let me ask why, in spite of the sentiment of the Canadian people, do we purchase so much from the United States in comparison with the small purchases we make from Great Britain and other countries? Many causes are involved. The United States is very close to us, nearer to our great western country than our own manufacturers. Many of their producing points are in close proximity to our distributing centres. The goods required in Canada are, in a large measure, identical with those demanded by the people of the United States. The United States manufacturer appreciates beyond his competitors the value of the Canadian market. Lastly, and chiefly, Canada is the dumping ground for the surplus products of the United States. This is becoming more marked year by year. Canadian buyers and Canadian producers in almost every manufactured product imported from the United States know well, and can be brought to testify that manufacturers in the United States sell their goods in Canada at prices from 10 per cent. to 40 per cent. lower than they do in their own country. To them it is a business proposition. It pays them to do it. But why should we allow it?

CANADA'S TARIFF

This brings me to discuss our Canadian tariff. On this subject as on all others, we speak to each other as business men. The day has gone by when the Canadian manufacturer placed his politics before his own and his country's business. The day has gone by also when our political parties were divided on the question of free or even freer trade. They are practically agreed to-day as to the principle of protection, the main difference being one of degree. We in Canada have come to understand that anything but protection, so far as our general policy is concerned, under the conditions which we have to meet, means ruin and disaster. Just here, I would like to make clear the policy of the Association. We have been misunderstood in some quarters, misrepresented in others. We believe that the present tariff of Canada should be revised. Six years have elapsed since the last revision. During that time industrial conditions in our country have advanced rapidly, and the advances are becoming more marked at each succeeding year. Our population is increasing, but our imports are increasing much more rapidly in spite of the fact that we have within our own borders the raw

materials necessary for nearly every industry. United States and German goods are being shipped in at undervaluation prices and slaughtered on our markets. The British preference is seriously injuring many of our industries. What are we losing? We are losing the development of our country, for we are not manufacturing to supply our own needs, and in some cases are sending our raw materials to be manufactured in the United States. We are losing an increased market for our farmers, for we might engage many thousand more Canadian workmen to manufacture goods which are now made for us in other countries. We are losing many of our brightest boys, who find industrial opportunities in the United States, which heretofore Canada has not afforded, while all the time our resources, our capital and our sons are actually being lavished upon those who would crush our industries and dominate our markets. What do we gain? Let those who advocate a "standstill" policy answer that question. Now, gentlemen, lest I be misunderstood, let me say plainly, that we do not desire a higher tariff on every item. We want a revision from a business standpoint. We want many items lowered, many items raised and the obsolete construction of other clauses changed. It is not our desire to assert one interest in Canada as being above any other. On the contrary, we believe that all our industries should be protected, and we do not ask for the manufacturer what we do not claim for the farmer, the workman, the miner, the fisherman and the lumberman. We want a fiscal policy of national self-defence, a self-reliant fiscal policy, and with it we have a right to expect in purer form the same great development as has come to the United States under similar conditions. Let us have a Canadian policy, which will command the respect of all our competitors—so much respect that they will come to Canada, where they know their capital or labor will be protected, in which case they will receive from the manufacturers of Canada a hearty welcome.

Then, gentlemen, must I add anything further to show the need of tariff changes? I have spoken merely of the present. How much more serious will be our condition should the prosperity of the United States be reversed and our markets be deluged with their overproduction! Let me say finally that with all Canada we approve of the step taken by our Government in revising the tariff to the extent of placing a surtax on all German importations, and that we expect a general revision in the near future. The country expects it. Many industries demand it without regard to what

Government may be in power. A revision must come, and soon.

COUNTRY PROSPEROUS

To the enquiry, why should it be delayed, but one answer is received, namely, that the country is prosperous. This is true. The whole world has enjoyed during the past five years, and is enjoying to-day, a period of prosperity. Canada is a young country, rich with raw materials. Why should she not be prosperous to-day? I believe she might be much more so. Why is it that Canada has comparatively so small a population? Why is it that our magnificent water power and rich resources have laid idle so long? Why is it that many industries in Canada must struggle for their very existence, and that many others have never been established? I claim that all of these enquiries may be answered more or less by the Canadian tariff—not so much through what that tariff is in itself as in the conditions it produces, compared with the tariff of the United States, our great neighbor and competitor.

COMPETITION

But how prosperous are the manufacturers of Canada to-day? Are they as prosperous as they seem? An intimate knowledge of the facts convinces me that they are not. I believe there are few countries in the world where competition is keener than in Canada. We suffer from the unjust competition of foreign manufacturers. We must also reckon with the competition of each other. I point to this not as an unhealthy condition in the sphere of production, but in order to call the attention of every manufacturer to the importance of instituting a system of factory government which will keep him constantly informed on the cost of every line of goods which he produces. In some lines, for instance, the unproductive labor in connection with an industry may almost equal the cost of the productive labor, and yet receive little consideration in determining the cost or selling price of the article. This is the subject for a whole day's discussion, but I hope the mere mention of the matter will arouse enquiry among our members. A well-established system of cost will do much to place their business on a sound footing, and will prevent them placing any portion of their product upon the market at speculative prices. But in this diversion I have wandered somewhat from the thread of my remarks. I wish to say a few words now upon what is regarded by many to be the most important question in connection with Canada's development, and which for some years to come must be inseparably bound up with the consideration of our tariff.

TRANSPORTATION QUESTION

In reference to the transportation question. Although we have already a greater railway mileage per capita than any other country, our geographical conditions are unique. The "thin" red line of population across our broad area is rapidly expanding into a great belt, the products of which are double what they were a few years ago. Only a wise and progressive transportation policy can keep pace with the present rapid growth. Without entering into a discussion of details, we may all commend the wisdom of the Government in providing for another highway of communication across the continent, and we are glad to see so much activity in every part of the Dominion towards increasing the railway facilities of this country. We must also be gratified with the introduction of legislation which will bring the railway companies and the shippers before a common tribunal, where needs will undoubtedly be better understood and differences adjusted, to the great benefit of the country's trade.

STEAMSHIP SERVICE

We might almost wish that a corresponding activity prevailed in providing the steamship communication which has now become an absolute necessity. Progressive Canadians would scarcely have believed two years ago that we would have existed so long without a fast Atlantic steamship service. Our facilities in this respect are simply deplorable. How many Canadians travel to Great Britain and Europe through Canadian ports on Canadian vessels? What proportion of our British or European mails reach us or leave us by a Canadian service? And the absurdity of the situation strikes us fully when we consider that we possess the shortest water route to Great Britain, and might have a service superior to any possessed by United States ports. Why should we in Canada take second place to any nation in our transportation facilities? We, with our magnificent waterways, our advantage in distance, and a per capita export trade double that of many of our competitors.

TO THE COLONIES

A direct line to South Africa has been established during the past year. It has proved a successful experiment, and its value will increase as the Canadian exporter becomes more familiar with the demands of that market. We are hoping for an eastern service to Australia, which will increase our trade with our fellow-citizens across the seas. There is no time to be lost. We have passengers and goods to carry, ports to build up, provinces to be knit together, resources to be developed, and trade to be

extended. Let us have a transportation policy which will tend to supply all these needs and render us independent of the assistance and free from the influence of foreign shipping facilities.

THE LABOR QUESTION

There is another important problem which I desire to deal with briefly, namely, the question of labor. Let me say at the outset that it is not one of the functions of this Association to deal with strikes or otherwise wage war upon any labor organization. So far as our policy up to the present time is concerned, we have met the representatives of organized labor only upon questions of legislation.

Let me say further, that we do not deny the right of labor to organize. As employers, we wish to consult the interests of our workmen, as well as our own, for we are all citizens of Canada, and our interests are mutual. There are many manufacturers in Canada who, like myself, have always had, with our employees, relations of the most cordial character. Many of us can bear testimony to the faithful service of devoted employees, who know that we have their best interests at heart, and that we are often at work when they are asleep, devising ways and means for our common welfare.

Fortunately for Canada these pleasant relations have until recently prevailed generally throughout the country, but the events of the past year have developed a condition which, unless satisfactorily solved, threatens the very foundations of business stability and the happiness of thousands of homes.

A FAIR POSITION

I venture to say that there is no manufacturer within the sound of my voice who is not willing to hear any legitimate grievance presented by his employees, and willing to deal with it upon its merits. There are rights, however, which are sacred to every British citizen, and these must be maintained, and there are questions which permit of no argument or compromise.

The workingman of Canada must never forfeit his right to sell his labor where he desires. The employer of Canada must correspondingly be free to purchase without interference such labor as he requires. The value of labor must be fixed by the capability of the seller. In justice to our best workmen, capability must not be handicapped by incapacity. It is our duty as citizens not only to defend our own rights, but to defend the rights of our workingmen. On these principles we must stand or fall together.

UNITED STATES INFLUENCE.

It is to be regretted that Canadian labor unions are so completely allied with, and so largely under the control of, central organizations having their headquarters in the United States. This should not be. We have just as much brains and ability for leadership among Canadian workmen as among the workmen of the Great Republic. Moreover, this affiliation is a strong weapon in the hands of the manufacturers of that country.

Instances are not rare where, through this affiliation Canadian industries have suffered to the advantage of the employers and workmen of the United States.

In prosperous times such as these the unions in Canada may feel that they can afford to make unreasonable demands and adopt extreme measures, but the day may come, and may not be far distant, when a slump in the industries of the United States will reveal to them the fact that their best friends are the manufacturers of Canada. Why should it not be so? Our interests are one. The prosperity of our factories means the prosperity of our employees. Let me say, finally, that this Association, as such, is not unfriendly to labor organizations, but that we will stand by the manufacturers of Canada in maintaining those inherent rights which, as Canadian citizens, are ours. More than this, we will consider always any reasonable plan for bringing about that co-operation and mutual confidence which is indispensable to the success of both capital and labor in this country.

"MADE IN CANADA."

I cannot close this imperfect review of the past year without referring to the gratification with which, as Canadians and manufacturers, we view the growing popularity of the products of Canadian brains and workmanship. A few years ago our manufacturers refused the right to place their own name or that of their country upon their goods. To-day manufacturers, mechanics, and the purchasing public of the Dominion, are proud of the goods which are "made in Canada." This Association deserves credit for its pioneer work in this particular, and is to be heartily congratulated upon the success of the movement.

LET US ADVANCE.

Let it be our aim to make the products of our factories even more worthy of the pride and patronage of our people. These are days of progress and opportunity. Let not our gratification mean satisfaction with our present attainments. Let us increase our capacities, improve the quality of our produc-

tions, and take our full share in the progress which is at once our duty and our reward. May the Canadian Manufacturers' Association go forward in every good work. Sustain its efforts by your best counsels and your heartiest support. Yet regard it not as our final goal, but as a humble instrument for conserving the liberties, advancing the opportunities, and enhancing the heritage of our glorious Dominion.

MR. DRUMMOND

Mr. G. E. Drummond: Gentlemen, I rise to move a vote of thanks to our President for the very able and very comprehensive and very clear statement of the position in which the Canadian Manufacturers' Association stands to-day, and at the same time would suggest that his speech of this year should be embodied in the publications of "Industrial Canada," and kept on the records of this Association.

Perhaps as I am on my feet I might be permitted to just touch one or two points with which the President has dealt in this admirable speech. He touches the whole kernel of the trouble in Canada when he touches the tariff question as it stands to-day; our tariff as against that of the United States. There is the whole trouble. We have been Americanized in the goods we use. One of the great difficulties that our friends over in England have in getting a portion of our trade to-day is that we are Americanized thoroughly in the goods we use. There is hardly a lock on your doors that is not an American patent, or cutlery or anything else that you use which has not been Americanized, and by what? By our tariffs in the past. Our tariff in the past, as compared with that of the United States, where they knew their business, has been absurd. We might be called a nation of fools to-day for continuing it. Our money is pouring over the border to purchase American goods, and our men are following that money, and in the United States Canadians are producing goods to supply you in Canada. Only the other day I met an American manufacturer from Detroit, who was considering the question of putting a great deal of money into Canada. He said to me unless your present tariff is revised I will continue to supply you from Detroit. Revise your tariff, Americanize the tariff if you will, in principle, and I will come on to the Canadian side and produce. Some people think the Canadian manufacturers do not want to see that kind of competition brought into the country. I say on behalf of the Canadian Manufacturers' Association, we welcome them. If they employ Canadians in the manufacture of those goods and help us to pay the taxes and build

up this country, we welcome them with both hands.

You have touched the question admirably. We have got to revise it. Last year in Halifax we told the people of this country and the Government, that the tariff must be revised—must be gone over item by item and made to meet the requirements of 1903. Possibly good enough in '96, and not meeting the situation in 1902. Our position is precisely the same to-day, and this Association is going to continue to talk along that line and educate the people of this country until we do get this tariff put where it ought to be to meet our Canadian industries, and we must have diversified employment or this Nation will never be a nation, and we must keep our industries constantly progressing, and that is where we stand on the tariff question.

THE PREFERENCE

With reference to preference for England I am glad to see the Hon. Mr. Brassey here, and I was glad to hear him speak last night, and as you referred to that question to-day I want to show how I think as a Canadian manufacturer we can do more business with Great Britain, our best customer, our tried friend. I think we have got to do it along the line of raising our general tariff against the world, and then giving them a fair preference, always remembering, and I hope they will remember it, that here in Canada we have got to pay American wages. Our people to-day in Canada have erected into necessities what in England they consider luxuries; that is our condition lying along the borders of the United States. We have got to pay the same wages or, as all practical men here know, our labor will go over into the United States. The Englishman is fair and reasonable enough to admit that that condition must be met by a fair difference, a fair protection here in Canada; and another thing he will admit, I am sure, and that is that we Canadians are charged with the safety of this section of the Empire, and it largely depends upon the prosperity of this section of the Empire. Now, the first thing that the Englishman ought to admit is that we must establish diversified employment here and increase the population in that way by bringing in the people to manufacture the goods in the country. British capital will be welcomed here to join in that cause of developing our industries and creating the home market. Now I want by just one or two points to show how that can be done by raising our general tariff and giving them a fair preference, always remembering we must first protect our Canadian labor and give it a fair show even against the

Englishman. In one or two points in my own line of business, iron and steel, I will point out where an increase in the tariff so as to make the preference of some use would be a good thing for the Englishman. Take the matter of steel rails. What earthly good, I ask you, sir, is a preference of thirty-three and one-third per cent. on an article that is on the free list? We have nothing to give; we are precisely where the Englishman is under his free trade policy. We are buying those steel rails in Germany to-day. Germany is sending her surplus here and Great Britain is out of that trade entirely.

With regard to the question of plates, five per cent. is the duty on them. What is the good of thirty-three and one-third per cent. on them? It amounts to nothing. If it was thirty or thirty-five per cent., giving the same per cent. to the men who worked in Canada, that preference would give the Englishman ten per cent. advantage. In other lines that is also true. The Englishman would undoubtedly under a given preference on an established given basis of tariff, a logical tariff, at once get the surplus.

I think I have possibly made myself clear that if we did revise our tariff and put it high enough on the general tariff and then give a preference and make it consistent on all items, and that applies to the labor employed in the manufacture of these respective goods, that our British friends would have a very much larger trade with us and Germany less and the United States less.

With regard to the question of labor I was delighted to read the report of that resolution that passed the Trades Council at Quebec yesterday. The labor representatives at Quebec have passed a resolution which is almost word for word in its general meaning in line with what we have done at Halifax, and what we I hope will do here. They have shown as intelligent workmen they know what is for the interests of themselves and Canada. It is often said that labor is the only thing unprotected. How perfectly absurd.

With regard to transportation, you have set it clearly before us.

I apologize for having taken up so much time. I only want to say how much we appreciate that splendid address you have given us, and how much pleasure we all have in passing you a vote of thanks, and I move that the resolution be adopted. (Applause).

Mr. W. K. George: Mr. Chairman, I just wish to second that resolution.

Mr. Drummond put the motion, which on a standing vote having been taken, was declared carried with applause after

CANADIAN MANUFACTURERS ASSOCIATION

INCORPORATED



THE NEW HEADS OF THE ASSOCIATION

which Mr. Younge led those present in singing, "For He's a Jolly Good Fellow," and giving three cheers and a tiger for the president.

Mr. Drummond: Mr. President, I tender you the unanimous vote of thanks which has been carried, including the adoption of the address.

The President: Gentlemen, I would be a rather strange sort of man were I to say that a vote of thanks so heartily, so unanimously and earnestly tendered were not pleasing to myself. I am sure I appreciate very much your kind words and kindly expression of opinion. In presenting the annual address to this Association to-day I have endeavored to do so along lines which I believe to be

the views and opinions of the Association as a whole. In an organization such as this it is impossible perhaps to meet the views of every individual, but what I have aimed at has been to cover what I believe to be almost if not quite the unanimous feelings and views of our members. I have been glad to be able to place before you these views, and they will come up, most of them, in later form for discussion. Mr. Drummond was discussing the question of the tariff just now; I was very glad he did so, because Mr. Brassey, who was with us then, I believe was obliged to leave the room since, and I was anxious that he should have it clearly before him—I endeavored to set forth in the address

myself, as did Mr. Drummond—the position of the Manufacturers' Association. If it is going to have any influence upon the question which we are so much interested in, that of Preferential Trade, we want the facts, not platitudes; we want the facts, and the more frankly they are given the sooner we will come perhaps to a common ground upon which we can arrive at an understanding and agreement. Gentlemen, I thank you for your kindly expression. (Applause).

The President called for the Treasurer's report.

The Treasurer, Mr. George Booth, presented and moved the adoption of the report, which is as follows:

TREASURER'S REPORT

To the Officers and Members of the Canadian Manufacturers' Association :

The statement I have laid before you shows the total expenditure for carrying on the Association for the year just closed was \$11,171.00, being \$1,884 00 in excess of that for the previous year.

More than half this excess is attributable to the charges against the local branches, but I think we all agree that no money has been more wisely expended. Not only have these branches been the means of enlarging our membership, but they have tended to widen our influence and the interchange of opinions has worked to our mutual benefit. Perhaps I may be allowed to say that the city of Toronto, and the Industrial Exhibition Association are greatly indebted to the city of Montreal, through our Montreal Branch, for the unselfish interest they manifested in assisting the holding of a Dominion Exhibition in this city. It is a question whether the Government would have made the grant of \$50,000 had they not been backed up by the city of Montreal.

I have prepared an estimate of the receipts and expenditures for the current year, which shows our expenditure to be about \$1,000.00 more than our receipts. The receipts are based upon a membership of 1,250 at the present fee of \$10.00. You will observe I have made no provision for legal expenses. My reason for this is because I am aware there is a plan to be submitted for the purpose of increasing our revenue, so that we may be able to provide a special legal counsel and enter upon other aggressive matters, including a Transportation Expert.

When the various committees have reported we shall doubtless be further enlightened on these matters, but it will be safe to say that the interests of the Association call for a much larger revenue than we can now count upon.

Although INDUSTRIAL CANADA has had a fairly successful year, and will show a surplus, I have not included said surplus in estimating the revenue, as it is thought that any surplus the paper can make should be expended upon its improvement.

BALANCE SHEET

The Balance Sheet submitted shows the Association to have a surplus, after paying all liabilities of \$1,798.08. The debit item fees paid in advance, \$1,532.49, is the result of averaging the due dates of member's fees paid last year. Our membership fees have, or will, all mature during the current year, so that, while as a matter of book-keeping, the balance stated may be correct, the fact remains our actual surplus is \$3,331.57.

I am pleased to bear testimony to the efficiency of our office staff in all the departments. The past two years they have made the duties of your treasurer very light.

FINANCIAL STATEMENT FOR YEAR ENDING 31st JULY, 1903.

CASH ACCOUNT.

| RECEIPTS. | |
|---------------------------------|--------------------|
| Cash Balance, 31st July, 1902 | \$ 2,178 12 |
| Fees..... | \$9,759 49 |
| Industrial Canada..... | 4,359 62 |
| Receptions..... | 708 90 |
| Commercial Reports | 102 25 |
| Translations | 8 90 |
| Rent, Montreal..... | 170 00 |
| Interest | 87 28 |
| Educational Campaign Fund | 669 36 |
| Sundries | 29 33 |
| | <u>\$15,895 13</u> |
| Bank Overdraft..... | 585 35 |

| DISBURSEMENTS. | |
|-------------------------------|--------------------|
| Expenses, sundry..... | \$ 1,671 92 |
| Printing and stationery | 672 43 |
| Translation Account | 14 36 |
| Salaries | 2,832 25 |
| Travelling Expenses | 528 50 |
| Furniture | 139 55 |
| Postage | 1,004 53 |
| Telephones and Telegrams .. | 183 94 |
| Rent and Light | 613 38 |
| Trade Index..... | 1,278 82 |
| Industrial Canada | 5,237 35 |
| Annual Meeting, 1902 | 308 61 |
| Receptions..... | 772 00 |
| Commercial Reports | 82 07 |
| Woollen Section | 8 03 |
| Educational Campaign | 625 22 |
| Montreal Branch..... | 1,301 60 |
| Toronto " | 281 35 |
| Vancouver " | 73 98 |
| Manitoba " | 30 50 |
| Halifax " | 121 87 |
| Quebec " | 175 48 |
| Sundries..... | 13 10 |
| Legal Expenses | 249 50 |
| Pacific Excursion..... | 24 85 |
| South African Trip..... | 8 05 |
| | <u>\$18,253 24</u> |
| Cash on hand | 405 30 |
| | <u>\$18,658 60</u> |

\$18,658 60

REVENUE ACCOUNT

| | |
|---------------------------------|--------------------|
| To Printing & Stationery.. | \$ 676 82 |
| " Salaries | 2,802 89 |
| " Travelling Expenses.. | 528 50 |
| " Postage | 1,004 53 |
| " Telephones and Telegrams..... | 183 94 |
| " Rent and Light | 613 38 |
| " Montreal Branch | 1,305 82 |
| " Toronto " | 281 36 |
| " Vancouver " | 73 98 |
| " Manitoba " | 30 50 |
| " Halifax " | 121 87 |
| " Quebec " | 175 48 |
| " Expenses | 1,319 43 |
| " Receptions | 78 95 |
| " Annual Meeting..... | 316 11 |
| " Bad Debts | 120 00 |
| " Depreciation Furniture .. | 90 36 |
| " South African Trip.. | 8 05 |
| " Legal Expenses | 249 50 |
| | <u>\$ 9,981 46</u> |
| " Balance 31 July, 1902 .. | 818 48 |
| " " 31 July, 1903 | 1,798 08 |
| | <u>\$12,598 02</u> |

| | |
|-------------------------|--------------------|
| By Fees | \$11,361 99 |
| " Commercial Reports .. | 24 68 |
| " Translations | 1 64 |
| " Interest | 87 28 |
| " Industrial Canada .. | 952 43 |
| " Rent, Montreal | 170 00 |
| | <u>\$12,598 02</u> |

\$12,598 02

BALANCE SHEET

| LIABILITIES. | |
|------------------------------|---------------|
| Fees paid in advance..... | \$1,532 49 |
| ACCOUNTS PAYABLE. | |
| Account Industrial Canada.. | \$382 53 |
| Salaries | 95 50 |
| Expense Account, etc..... | 162 55 |
| | <u>640 58</u> |
| WOOLLEN SECTION. | |
| Balance at Credit..... | 307 92 |
| Bank Overdraft..... | 585 35 |
| Balance, Surplus Assets..... | 1,798 08 |

| ASSETS. | |
|---|-------------------|
| Fees unpaid..... | \$ 157 34 |
| FURNITURE AS PER INVENTORY. | |
| Toronto..... | \$ 861 66 |
| Montreal..... | 181 53 |
| | <u>\$1,043 19</u> |
| Less Depreciation..... | 90 36 |
| | <u>952 83</u> |
| Stationery and office supplies | 113 26 |
| Advertisements accruing due 31st July, 1903, and owing... | \$2,013.78 |
| Less provision for bad and doubtful debts..... | 120 00 |
| | <u>1,893 78</u> |
| Trade index..... | 1,278 82 |
| Pacific excursion..... | 24 85 |
| Educational campaign..... | 38 18 |
| Cash on hand..... | 405 36 |
| | <u>\$4,864 42</u> |

\$4,864 42

WILTON C. EDDIS, Auditor,

Audited and found correct,

GEO. BOOTH, Treasurer.

Mr. J. O. Thorn: I have pleasure in seconding the adoption of the report.

The President: I am sure it is very satisfactory to us to find that where we had a deficit last year of some \$1,532, that this year we have paid that and have in addition a surplus of assets of \$3,331, as Mr. Booth has suggested.

On the motion being put to adopt the report it was declared carried.

The President: The report of the Secretary is not quite ready and we will defer that until to-morrow. I do not know whether it was because the Secretary thought that I would take up some two or three hours in speaking this morning. However, we have got through with the morning's programme, so far as it goes, early. I think we might as well go on and take up some of the reports of the Committees, for instance, the report of the Reception and Membership Committee, and thus get along with our work as quickly as possible. The Secretary will read the report.

Mr. Young: Before doing so I would like to make an announcement. Copies of these reports are ready for every delegate, and it is intended that every

delegate should have a copy, which he may use personally so that he may get acquainted as far as possible with the



MR. GEORGE BOOTH
Booth Copper Co., Toronto
Treasurer C.M.A.

contents of the report. They are prefaced by a ballot. There will be

a ballot only for the election of the Ontario representative on the Executive Council, and you will see that there are thirty nominations and twenty to be elected. Every registered delegate is entitled to one ballot. The delegates in order to ensure the proper conduct of the ballot will mark their numbers on the base of the ballot; your official registration number will be marked upon the bottom of the ballot. That insures that one man will have one vote.

Now with regard to the other reports, it is earnestly hoped that the President and Executive Council and every delegate will familiarize himself as far as possible with the contents of the reports, so that when they are read here this afternoon and at to-morrow's session, we will be able to hear them and to discuss them intelligently.

I regret very much, Mr. Chairman, that the chairman of the Reception and Membership Committee is not at present in the room, I am sure he will regret it too, as he wished to have the pleasure of reading the report of his committee to the meeting; I refer to Mr. S. M. Wickett. The report is as follows:

REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

Your Reception and Membership Committee beg to report as follows:

During the past year nineteen meetings have been held, of which your Chairman has attended eleven, Thos. Roden thirteen, J. P. Murray eleven, L. B. Dusseau ten, F. B. Polson nine, Geo. H. Hees eight, Geo. Booth and C. N. Candee six each, W. K. George four, Geo. Gillies and Frank Kent two each.

GROWTH IN MEMBERSHIP

We are pleased to report having had an interesting year's work, and at its close are especially gratified to find our membership increased by 270, or about 27 per cent. For this increase we are indebted to aggressive work on the part of our Branch Organizations, and also on the part of individual members. We still believe that the membership may be largely increased. It is true, speaking generally, that the most important manufacturing firms in Canada are now members of the Association, but there are many others who will no doubt unite in the near future if the Association is brought prominently before their attention in the work which it is accomplishing. Your Committee would express the hope that each member of the Association would endeavor to secure one other during the coming year, a suggestion which we submit for the benefit of the new Reception and Membership Committee. The growth

during the past year is as follows:—

(1) By months,—

| | |
|-----------------|-------|
| August | 50 |
| September | 21 |
| October | 38 |
| November | 29 |
| December | 37 |
| January | 18 |
| February | 29 |
| March | 19 |
| April | 8 |
| May | 19 |
| June | 28 |
| July | 12 |
| August | 17 |
| | <hr/> |
| | 325 |

(2) By Provinces;—

| | |
|------------------------|-------|
| Ontario | 191 |
| Quebec | 91 |
| Nova Scotia | 30 |
| New Brunswick | 6 |
| British Columbia | 4 |
| Manitoba | 3 |
| | <hr/> |
| | 325 |

During the year 55 resignations were accepted, the majority of these firms having retired or amalgamated. Your Committee consider that sufficient reasons were given in each case.

SOCIAL EVENTS

The year has been marked by a number of interesting social events arranged

for by your Committee, including an informal reception to Sir Edmund Barton, the Premier of Australia and his party, and two of the most successful banquets ever given under the auspices of this Association. On the 21st of November, last, it was the privilege and pleasure of the Association to entertain in this city twelve delegates from the London Chamber of Commerce. The banquet was well attended and heartily enjoyed especially owing to the opportunity which it afforded of meeting representative business men of Great Britain, and discussing with them the interesting trade topics of the day.

None the less enjoyable or important was the banquet tendered to the members of the Association by the manufacturers of Brantford, on the evening of February 19th last. Special recognition is due to the citizens of Brantford for the enterprise shown on this occasion, when nearly 150 guests gathered in their city to partake of their hospitality. Such events as these tend to bring the various quarters of our broad country together and to give our citizens greater interest in one another.

LECTURE ON WESTERN CANADA

Your Committee also had the pleasure of co-operating with the Canadian Club, of Toronto, in arranging for an address on "Western Canada, Its Resources and Developments," delivered last April in this city, by Mr. Herbert Cuthbert,

Secretary of the Tourist Association, of Victoria, B.C.

PACIFIC EXCURSION

It has also been our pleasant duty to direct the general arrangements for the Pacific excursion: On Saturday next, 19th inst., a party of 158 manufacturers and their friends, gathered from all quarters of Eastern Canada, will leave Toronto for a three weeks' tour through the West. This excursion is in part the outcome of a pressing and repeated invitation to hold the Annual Meeting of our Association in the West. The Executive Council having considered this an impossibility for the present year, it was deemed essential, owing to the growing importance of our Western country, that the men of the East, and if possible the heads of firms, should without delay, travel across the Continent in a party to get acquainted with the West, and to extend their business in that important market. The party will visit almost without exception all the important centres in the West. All the arrangements have been planned successfully, and we are expecting splendid results from both national and business standpoints from the Pacific Excursion. In this connection our thanks are due to the Canadian Pacific Railway authorities, who have co-operated throughout to make the excursion a success, and also to the Canadian Northern Railway, over whose route the excursion party will return between Winnipeg and Port Arthur.

ANNUAL MEETING

Your Committee has also had in charge the general arrangements for the Annual Meeting, and we have every hope and confidence that with the assistance of our members it may be made the most important and fruitful Convention which has ever been held under our auspices.

During the year your Chairman was obliged to be absent for a time, and the business of the Committee was ably handled by Mr. Thos. Roden, to whom the thanks of his colleagues and the Association is due.

All of which is respectfully submitted.
S. M. Wickett, R. J. Younge,
Chairman. Secretary.

Mr. Chairman, I shall leave the pleasure of moving the adoption of this report to some member of the Convention, but I would like to express on behalf of the chairman an idea which he had in view in moving the report. He wished to refer especially to the fact that the Canadian Manufacturers' Association is adopting a broad policy in the way of acquainting the manufacturers of Canada not only with each other, not only with the various portions of

our broad country, but also with foreign trade. We have sent, as you know, our President and one of our Secretaries to the West Indies; we sent one or two delegates to the Yukon; we have visited Halifax in annual meeting; this year we visit the western country in our Pacific excursion; and it was the happy thought of the chairman of this committee to suggest to this Convention that next year, or at some near time in the future, we should organize an excursion party to Great Britain, there to meet the fathers as it were of British rights and liberties; there to get acquainted in the broadest business way with the Motherland, and to draw by personal ties and personal acquaintance the bonds of Empire which the thought and tendencies of the present day are doing so



S. M. WICKETT, B.A., PH.D.

Wickett & Craig, Toronto.

Chairman Reception and Membership Committee,
1902-1903.

much to bring together. I submit this suggestion, Mr. Chairman, and I would like the chairman of this committee to get credit for it because he thought of it, and he wished to submit it as something which might be put into practical operation at some time in the near future.

Mr. J. F. Ellis: I have a great deal of pleasure in moving the adoption of the report. I know full well the active work of this committee and the trouble they have gone to during the past year, and I am sure the Association is under deep obligation to them for what they have done.

Mr. R. Munro: I have pleasure in seconding the adoption of the report. The report is a most gratifying one. We have always been fortunate in our chairmen and members of the Reception

and Membership Committee; we have always had men of ability in that work, and they have been able at each succeeding convention to give us good accounts of themselves, and the account given in this present statement is not behind any of the previous ones, and we appreciate very much what has been done and the suggestions which the report itself brings to us. The ideal of individual effort amongst us is worthy of the consideration of every member; that every member should endeavor to bring another concern into the membership of the Association is an idea worthy of consideration. We are, as coming from the east, reminded that the social events referred to here are those inaugurated at headquarters by the main Association. There are social functions of great importance also held at the branches, in Montreal especially, which are taken up in the report. In reference to Western Canada, the thought of having a meeting there is referred to. It appears to me, Mr. President, that the fact that one hundred and fifty-eight delegates and friends are to go to the Pacific Coast, indicates that we may without running any great risk, arrange to have our convention in the heart of the wheat producing country. I want the people to meet the wheat men on their own grounds; it will do them and us good. I shall not be sorry if at a very early date a convention of our Association is held at some point a considerable distance west. We have done in all this moving about much to bind the country together, and I have no fear that the greatest possible good will come to us if at some early time we arrange to have this annual meeting in the West. I have very much pleasure in seconding the adoption of this report.

The President: Kindly bear in mind that these reports are before you as members of this Association for discussion and suggestion, for criticism, if you like. This is the Annual Meeting of the Association, and these reports are here for that purpose, and if there is anything that is not satisfactory to you let us have it; if they are commendable let us have your commendation or advice or any suggestion that you wish to make regarding them. Your Executive and officers for the coming year will only be too glad to have any suggestions that come from the membership.

On a vote having been taken the report was declared adopted.

The President called for the report of the Railway and Transportation Committee.

Mr. J. O. Thorn, the chairman, presented the report, which is as follows:

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE

YOUR Railway and Transportation Committee are pleased to report a busy and successful year's work.

Nine meetings have been held, all of which have been presided over by the Chairman, and fairly well attended.

GENERAL PROGRESS

Since the last Annual Meeting of our Association, we have experienced a period of progress in railway matters in Canada, which is perhaps unprecedented in our history. Another Canadian road is speedily being laid across the Continent; still another, in which the Government of Canada will be specially interested as a national highway is projected, and in almost every part of the country plans for new railway lines are being proposed and carried out. The present session of Dominion Parliament has been called the "Railway Session," and quite correctly so, since 89 of a total of 250 bills presented have been railway measures.

Not only has the present year been one of development in railway extension but more distinctly than any previous year, it has been a time of progress for the shippers of the country, particularly in the introduction of legislation which will provide that the shippers' interests are to be consulted in matters of facilities, rates, classification, etc., where he is directly or seriously affected. Our Parliament and people seem to be considering as they have never considered in the past, the importance of transportation facilities as a factor in the building up of our country, and they are considering, too, the necessity of providing a tribunal for the settlement of any differences which may arise between the various important interests.

A brief outline of the work of your Committee will no doubt be of interest to the members of the Association.

RAILWAY COMMISSION

Your Committee consider that the new Railway Act providing for the establishment of a Railway Commission is one of the most important laws introduced into the House of Commons during the present session. It is in large measure what our Association has been urging so long and we desire strongly to commend the wisdom of the Government's action and the sound judgment of the late Minister of Railways in the framing and introduction of such a measure. We regard it as one of the essential features in connection with this measure that the Railway Commission should have final authority and that their decisions in questions of fact, should be subject to no interference or appeal. Any change which may be

made in the provisions in this respect will, in our opinion, be fatal to the success of the Commission. Your Committee had the pleasure of interviewing the Government upon this measure, first urging its introduction and afterwards suggesting certain amendments which the then Minister assured us would receive his careful consideration. In urging the measure we co-operated with representatives from the Farmer's Association, the Dominion Live Stock Association, the Grangers Association, the Fruit Growers' Association, and the Toronto Board of Trade.

If the measure finally becomes law in the form in which it has passed the House of Commons, we have reason to believe that it will be specially a great boon to the shippers of Canada, and that all parties interested will,



MR. J. O. THORN
Metallic Roofing Co., Toronto
Chairman 1902-1903, 1903-1904.

through the fairness of its operation eventually be pleased with its results.

JOINT FREIGHT CLASSIFICATION

Your Committee believe that they have rendered to the shippers of Canada an almost unprecedented service in the objection which was raised by the Committee and finally sustained by the Department of Railways and Canals at Ottawa against the operation of Canadian Joint Freight Classification, Schedule No. 12. The Classification Schedules for Canadian roads are determined by a joint committee upon which the leading railways in Canada are represented. The classifications up to the present time have been determined without consulting the interests of the shippers, though they are legal only after receiving the approval of the Governor-General-in-Council. The last

Classification Schedule ratified by the Governor-in-Council was that put into operation on January 1st, 1900; since that time the railways have issued ten ruling circulars, and on May 1st of this year these with other changes were embodied in a new Schedule No. 12, which was immediately put into operation though it has not yet received the approval of the authorities at Ottawa. Classification Schedule No. 12 contains many injustices; the greatest injustice of all being that the shippers of the country who support the railways

HAVE HAD NO VOICE

in framing the classification which may either increase their business on the one hand, or ruin it on the other. These facts having been stated at Ottawa in July last, through your Committee, the Acting Minister of Railways refused his consent to the ratification of Schedule No. 12 until such a time as the shippers of the country might have an opportunity to express their views. This opportunity we look forward to. We have strongly impressed upon the Government the advisability of allowing the new Railway Commission to deal with the whole matter. It is one of such far-reaching importance, involving investigation into so many different classes of trade that we believe it would be a serious mistake for the Government to take hasty or pre-emptory action, and we earnestly hope that they will see fit to adopt our recommendation. When the Commission sits, your Committee will be pleased to offer its services to assist in placing all the information available on behalf of manufacturers, before the Board. The victory which the Association has won for the shippers in this matter may not prove in the case of the present schedule of any great advantage to a number of the members of the Association. Naturally only certain classes of trade are affected by the recent changes, but what we wish to call to the attention of the Association particularly is the fact that largely through our representations we have secured for the shippers a hearing in this important matter, and at our request a clause added to the Railway Act provides that 6 weeks' notice of proposed classification changes will be publicly given in future.

FREIGHT RATES AND GRIEVANCES

It has been an interesting part of our work during the past year to take up a number of specific grievances, especially with regard to freight rates, submitted to us by various individual mem-

bers of the Association. In dealing with these, and finding ourselves handicapped in many ways, we were particularly impressed with the valuable services which might be rendered to the Association by the addition to our staff of a permanent transportation expert. So seriously had we considered this question that we obtained the consent of the Executive Council to engage such an officer, but we found that the expense necessary would be more than the Association could afford during the present year. There is a vast field here for bringing to the members of our Association a substantial benefit. Many of the freight rates in Canada are unjust and excessive; we hope to have the possibility under the new Railway Act of making our voices heard in such instances as these, and in view of the appointment of such a Commission we beg to recommend even more strongly and to urge upon the Association the necessity of providing funds to enable us to make such an appointment at the earliest possible moment.

SHIPPING FACILITIES

For the benefit of our members who are importers or exporters, your Committee have taken steps with the approval of the Executive Council to appoint representative forwarding agents at the ports of Montreal, St. John and Halifax. We now beg to submit for the ratification of the Association the firms selected as follows:—

Montreal—Messrs. Blaiklock Bros.
St. John—Schofield & Co., Limited.
Halifax—Messrs. T. A. S. DeWolfe & Sons Ltd.

From these special representatives reduced rates are granted to the members of our Association and the speedy handling of shipments is guaranteed. It is earnestly hoped that the members will make use of the facilities thus provided for them. A complete memorandum of these arrangements including tariffs to be charged, will be published in "Industrial Canada."

SOUTH AFRICAN STEAMSHIP SERVICE

This year has seen the inauguration of a direct steamship service between Canada and South Africa, for which we desire to commend the action of our Government. The first vessel sailed on the 18th of October, 1902, and since that time there have been twelve vessels, the majority of which have been well filled with Canadian produce and manufactured goods. We understand the complaint has been made by the Government and Steamship Companies that the shipments of manufactured goods have been comparatively small. This might reasonably be expected in view of the fact that the market in South Africa

has been in a most unsatisfactory condition. The South African ports have been indescribably congested and many Canadian exporters have not had sufficient time to undertake the introduction of their goods in a new market. We feel confident that all these disabilities will in time be removed, and that the Steamship Service, with better sailings, and more regular time-tables, will eventually be a great success.

AUSTRALIAN SERVICE

Your Committee beg to repeat again the necessity for a direct service between the Eastern ports of Canada and Australia. To show how necessary this is we have only to say that the space on the Vancouver-Australian Service has been completely contracted for during the past year as far ahead as 6 months at a time, and many Canadian shippers have thus been able to make little or no use of the service. We learn with pleasure through our special representative in New Zealand, whom we are assisting in this matter, that arrangements are almost completed for the establishment of another steamship line between Vancouver and Australasia. We hope the new venture will be a success. To-day, however, the bulk of our shipments to Australia must necessarily go through United States ports. We believe that the time has come when these conditions should be remedied. Your Committee has called the attention of the Government to the matter particularly during the past year, urging that prompt action should be taken and we were led to hope through the promises of the Postmaster-General that steps would be taken in the near future. We hope to see the service established before our next Annual Meeting.

FAST ATLANTIC STEAMSHIP SERVICE

We beg also to emphasize again the growing necessity for a fast Atlantic steamship service. So much has been said upon this subject, and the needs, in both freight and passenger traffic, are so apparent that we can only repeat again our request that the Government should take immediate action. We feel sure that the Transportation Commission recently appointed by the Government, (an action of which your Committee approved heartily), will report favorably in connection with these matters. We trust also that they will emphasize the necessity for acting promptly as Canada has already lost heavily through delay and inaction in her transportation policy.

Other matters dealt with during the year might be mentioned briefly as follows:—

Freight rates from Canadian ports to Great Britain.

Shortage of cars in British Columbia.

Shortage in freight shipments on Canadian railways.

Taken as a whole, your Committee desire to congratulate the Association upon the outlook, and to express the hope that while apparently great good has been accomplished this year through the efforts which we have put forth, that the report of next year, enhanced by the services of an efficient railway expert, will show far greater advances on behalf of the members of the Association than they have ever experienced in the past.

All of which is submitted.

J. O. Thorn,
Chairman.

R. J. Younge,
Secretary.

Mr. Thorn: I have much pleasure in moving the adoption of the report.

Mr. A. W. Thomas: I have pleasure in seconding the adoption of that report. I think it is only fitting that the members of the Association should express in some way their thanks for the energy and ability shown in this report. Mr. Thorn is a very busy man and so are the other members of his Committee, and yet they have been self-sacrificing enough to give up a great deal of time and energy to the interests of our Association, and I think our Association should recognize that by a little vote of thanks of some kind at this particular time. I am not referring particularly to this Committee, but to all of the committees.

Mr. J. P. Murray: In referring to the report of the Transportation Committee I would like to endorse what Mr. Thomas has said in seconding the report but I did not rise for that purpose. I wished if I could in some way to bring before the Association, and, through the Association, before the Government, an improvement that should be brought about between Canadian ports and South African ports. We were led to understand that Canada was subsidizing a steamship line from Canada to South Africa, and that the Government was to have something to say about the charges and about the freight. One of the conditions with reference to freight was that these steamships were not to call at any alien port between Canada and South Africa. That is being infringed upon by alien freight being sent over in bond into Canada, and being put on these steamers and Canadian freight being shut out. When that was brought to the notice of the Government through the Association, and through people who were doing the business, that statement was impugned by the Government, and no effort was made to make any change. I think when any complaint is brought before the Government by the freight shippers of Canada that are desirous of sending freight by their own

line of steamships to South Africa, it is not for the Government to turn around and tell us it is not so, but they should send a properly authorized commissioner or agent, or whatever you like to call him, to examine the manifests and to see if the statement made is correct; and if the statement is false, then by all means call down the man who made the mis-statement, but I do not think it is right for the Government to turn around and state these things are wrong without taking the trouble to find out if they are right. I know of one particular instance where there was a shipment of 200 cases of butter for South Africa being refused to be taken by the steamship line because they were full, and on enquiries we found that it was Chicago beef, and the whole of the cold storage was taken up with foreign stuff and Canadian stuff was going to be left on the wharf. If the importance of the matter had not been sufficiently insisted upon, a representative of the corporation of which I am speaking taking it in hand and threatening to bring the whole case up before the country, that would have been the case, but when that was done they found room for the 200 cases of Canadian butter.

Another thing that struck me in connection with that matter would be the advisability of having cold storage at our ports of export, where, if by any chance or other, a shipment of perishable stuff should not arrive in time for the steamer or from any cause of an overloading of the steamer it has to be delayed, that it is not going to lie at a dead loss to the shipper. I don't know whether that can be taken up as a recommendation by just giving it voice, or that the authorities who would have that matter at interest will recognize it and see if something cannot be done in that way. I just wished to make these remarks in connection with the Transportation Committee's report because I think they are ones that affect us very largely at present, and will affect us very much more largely in the future.

Mr. P. W. Ellis: I would like to touch very briefly upon three points in connection with this report; first, eighty-nine bills introduced into the House affecting the railways of Canada appear to emphasize the necessity for this Association having some representative continually present at Ottawa, watching on behalf of our members this legislation. It is too much to expect from any busy member of this Association that he or his committee should shoulder the responsibility of such a mass of legislation, every portion of which must affect prejudicially or otherwise the business interests of the members of this Association, and I simply wish to emphasize that fact in connection with

a by-law that will be placed before us at a later stage respecting the increase of membership fees to show how necessary it is that we should have at our disposal funds that will justify us in looking after the interests of our members by the appointment of some permanent representative for that purpose.

In the same connection I wish to emphasize also the importance of the appointment of an expert. Many of our members know to their cost the almost impossible task of obtaining redress for the grievances that they have against the transportation companies. The delays are so evident that it becomes a tiring-out process, and the time required to devote to it is of greater value than the justice they might receive in the event of being heard and responded to. To have an expert in the employ of this Association who will take up those matters in the interests of our members, and deal with them from a knowledge of how to deal with them in the quickest possible manner, and with the time to live with the question till it is settled, appears to me to be of very great importance.

The third point is with respect to the direct shipping arrangements to South Africa. I do not think there is any ground for discouragement as to the extent our manufacturers have used those additional facilities. All history teaches us that in the inception of such a service they cannot expect to be used to their fullest extent. It is preparing the way to bring us the advantages at a later period, and it is for that very purpose that we ask our Government to tax the people in subsidizing such a service; and the Government themselves should not be in any wise discouraged because manufacturers have not taken advantage of it to the extent to which perhaps they thought they would. In this connection I remember very well some years ago reading an account of where one of the Eastern Country's trade was carried on entirely with Great Britain, and it was owing to the fact that they only had transportation facilities with Great Britain; but Germany desiring to do trade in that locality, and knowing what an uphill fight it would be with such a discrimination against her as transportation facilities with Great Britain only, purchased this transportation company and immediately the trade was shifted from Great Britain to Germany. That simply emphasizes the great importance of our Government as far as possible arranging for our manufacturers the means for reaching markets outside of Canada. With these few remarks I will be pleased to see this report heartily adopted.

Mr. S. W. Ewing: I simply want to make a few remarks in connection with Mr. Murray's statement. In regard to the cold storage question, as far as Montreal is concerned, there is ample cold storage for all shipments, and I think we may safely say that the other ports are situated the same way.

Mr. Murray: I was referring to what has been shipped from Western Ontario. A shipper may send a shipment down to Montreal, and he is not able to look after it, and the cold storage and steamship people should have some means of providing for that.

Mr. S. W. Ewing: He can get that into cold storage in three hours. I think there is no question that will be all right.

Mr. Thorn: You will notice we have appointed a shipping agent in Montreal, and it will be the duty of that shipping agent to look after matters of that kind in the interests of the Association, whose shipments may go through their hands.

Mr. A. Saunders: In regard to the last remark Mr. Thorn made, that we have an agent in Montreal looking after shipments, I remember two years ago the Association appointed in New York a firm of exporting agents to take charge of any shipments. The Secretary very kindly sent me the address of that firm. I got in communication with them in regard to shipments to Australia, and I found that I could make very much better arrangements with other firms in New York than I could with the firm appointed by our Association, and they would not come down from the rate they quoted me in the first instance. It may be when this Association has appointed agents in Montreal, the members of this Association might feel bound to send their shipments to this firm in Montreal. Very much better arrangements might be made with some other firm, and the agents whom this Association appointed might complain that the Association did not sufficiently patronize them, the same as the Government has done in the case of South African shipments. With reference to shipments to South Africa, I am not familiar yet with the rates charged by this line subsidized by the Government, but it may be that I can make better arrangements with some independent firm through New York, as I have done in the past. I might say in connection with this that I have been shipping to Australia by the C.P.R., and I get now very much better rates to Sydney, Melbourne and Adelaide, by the C.P.R., than I can by New York. I might say too in connection with the circular sent out to the manufacturers some time ago in regard to alterations in classifications, while I think perhaps it stands good

with reference to some manufacturers, it does not affect my particular line of industry. I might say I have received the most courteous treatment on the part of both the C.P.R. and G.T.R., in the matter of rates, and to-day I am shipping goods to Sydney and Melbourne, and to Liverpool and London at a cheaper rate than to Winnipeg or St. John, on the same routes. I think if the individual members of our Association were to take the matter up with those in charge of the freight matters of the various railroads, they will find them very nice gentlemen to deal with, and they can make better arrangements possibly than they can with our own agent appointed by this Association.

By a series of communications I have been put in touch with the I.C.R., the C.P.R., and G.T.R., and I find the gentlemen in charge of the various freight departments to be very congenial, meeting me on every ground I advance, and now, as I say, I have splendid arrangements for shipment both to England and to Australia, and I am trying now to arrange a rate of my own to South Africa, for I have orders from there. It may be that the matter of products in agriculture is a more difficult matter to touch than it is in my particular line, but I would throw out this suggestion to the members of the Association, that if they put themselves in communication with the officers of the various railroads when they wish to arrange rates for themselves, they will arrive I think at very favorable rates, much more so than the general classification would do.

Another thing I have to emphasize is the suggestion brought forward by Mr. Ellis that an expert should have his voice heard at Ottawa constantly, and I think the Government should so far encourage this Association that they should pay at least a portion of the salary of such a person appointed by this Association. The manufacturers of the country maintain to the country a revenue, and I think it would only be fair towards this Association for the Government to pay some portion of maintaining such a person, such a person as would have a competent knowledge of all classifications of freight.

Another matter was that this committee of our Association should send out a circular to the various manufacturers of the country and ascertain from them just what they are doing in the matter of handling their shipments, if they can do so without revealing anything that would prejudice their trade in competition with other local competitors, that is, home manufacturers. There are times when perhaps my advantage in securing a low freight rate will enable me to ship in competition with a

competitor in the Association, but outside of that there might be a wonderful lot of knowledge gained by a letter to the different manufacturers, ascertaining their methods of shipment and the rates they can get, and thus afford to the members of the Association a knowledge of what we are individually doing in this matter, as you know very well in these days competition figures very largely in getting the contract. I just throw out these suggestions, Mr. Chairman, on this line.

The President: There is one point raised by Mr. Saunders with reference to the agents appointed by the Association in the different shipping ports. There is nothing binding upon the members of this Association to employ these agents. They are simply there for the convenience of the shippers who may not be in touch with any shippers at these ports. If you can find either better service or cheaper service outside of the agents of the Association, it is free to every member of the Association to employ such service and employ any service he pleases, but the Association have had these agents appointed for the convenience of members who are not in touch with shipping agents. (Applause).

Mr. J. B. MacLean: There is a question that may not occur to you in connection with the appointment of those agents, and in mentioning it I do not want to refer to a particular firm, Blacklock Brothers, who are a thoroughly reputable firm, but suppose that you have an agent who is also representing an United States firm? It occurred in Montreal—I was thinking of it as Mr. Murray spoke—a few months ago when they were loading one of those ships for South Africa, a Montreal concern arranged three days previous to the loading of the ship that their some eight or ten lorry loads of frozen beef should be loaded at 7 o'clock in the morning. They arrived there about twenty minutes to seven and were held from then until two o'clock in the afternoon in the hot sun—part of the load; some of the load got under a bridge—and during that time several carloads of Chicago beef were put on. Now if it should happen that some of our agents were also agents for United States concerns, who would perhaps give them a larger business, what position would members of our Association be in? I merely mention that as a point that should be considered in the selection of representatives. If possible arrange with them that they are not to represent any competing firms in the United States.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

Mr. J. P. Longard: Are we not proceeding irregularly? Is not this programme official? Some of the members who might wish to discuss these reports are not here, relying upon the programme as printed being carried out.

The President: We thought it best to take up some of these reports, and I consulted the chairman of the Transportation Committee, and found he was ready to proceed with his report. Let me say this, if there are any members of the Association who desire to make any remarks upon this report, we will endeavor to open up the question later for that purpose.

Mr. J. McGill: I would suggest we do not adopt the report at this meeting, but postpone putting the motion to the meeting until we meet again at half-past two.

The President: If it is your pleasure that the motion just passed be reconsidered, that may be done.

Mr. Thorn: With the consent of the meeting the motion might be withdrawn on the understanding that it could be taken up at the proper hour this afternoon.

On the motion the report stood without adoption.

Mr. Longard: I did not bring it up in connection with this one report, but I know some of the members have taken this programme as official.

The President: I would make a suggestion here which I think it is well to make before the meeting adjourns, and that is the report of the Parliamentary Committee and Labor Committee should be taken up this afternoon instead of to-morrow morning. We have the tariff question, the report of the Resolutions Committee, and the election of officers to-morrow. I think with the understanding that these will come up this afternoon there will be no reason for complaint on the part of members to-morrow.

On consent of the members present it was so ordered.

Mr. Younge read a letter from the DeForest Wireless Telegraph Company, of Canada, placing their service between the Exhibition Grounds and the city at the disposal of the members of the Association for investigation.

Mr. Thomas: When will the Copyright Resolution be brought up?

The President: This afternoon, after the report of the Industrial Canada Committee.

At 12 o'clock the Convention adjourned until 2.30 o'clock p.m.

SECOND BUSINESS SESSION

(Thursday afternoon.)

At 2.45 o'clock p.m. the President took the chair and said: If you will come to order we will take up the business of the afternoon. When we adjourned we were discussing the report of the Railway and Transportation Committee, and, while it was taken up somewhat out of its order in order to advance our work and to take advantage of all the time we had, it was felt it would be wise to leave the adoption of the report of the committee until the afternoon to give opportunity to any members who were not here to discuss it further. Just let me say, however, that we propose this afternoon and to-morrow to go on with the work as far as we can regardless of the programme. The Convention is called, and we hope the members will be in their places and be prepared to discuss any resolutions or subjects they may wish to discuss when they come up, whether in their order or not.

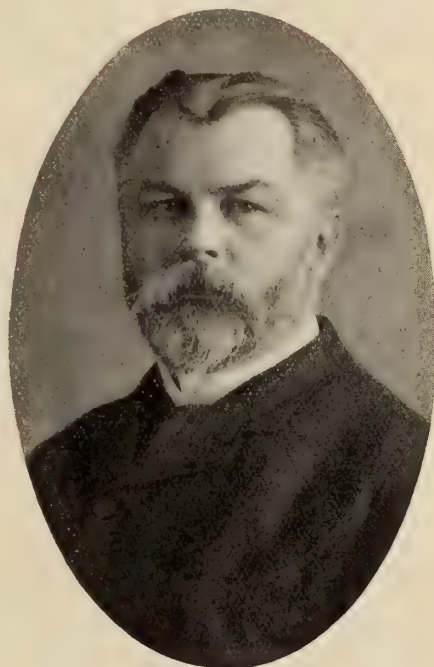
The matter of the adoption of the Railway and Transportation Committee report is before you. Its adoption has been moved and seconded, and to some extent it has been discussed. If there is any further discussion upon it we will be glad to have it now.

MR. J. O. THORN

Mr. J. O. Thorn: Mr. President, I have listened with a great deal of pleasure to the remarks made this morning by our good friend, Mr. Saunders, and I am sure we are all very pleased to know he has been getting on so well with the railway companies and getting such favorable export rates. I only wish we all were in the same position. I was a little puzzled to know how it was Mr. Saunders was enabled to get much lower rates by way of Vancouver as compared with rates by way of New York, and I have arrived at the conclusion in regard to that—Mr. Saunders, no doubt, will be able to say whether I am correct or not—I am under the impression Mr. Saunders ships a certain class of woodenware which is, perhaps, somewhat bulky and rather light in weight. It is quite possible he has succeeded in getting the railway and steamship companies to carry those goods by weight instead of measurement. If so, no doubt he succeeded in getting a very low rate; and the same thing would apply to any shipper who might have heavy goods to ship and succeed in getting them carried by measurement instead of weight.

Now the company of which I am manager does a little export business sometimes and our experience unfortunately has been directly opposite to Mr. Saun-

ders' inasmuch as we have found that shipments out to Wellington, New Zealand, by way of Vancouver, have cost us over fifty per cent. more than shipments to the same place by way of New York; and I have a letter here from the railway authorities, and I just want to read a little extract from it. They said in reply to my enquiry as to why they couldn't make a more favorable rate as compared with the rate via the United States: "We are quite well aware that much lower rates are obtainable via New York than by our line in view of the long haul across the continent." I think we will agree that there is a long and expensive haul from here to Vancouver, and I think we are not inclined to find fault with the C.P.R. because they are unable to make as favorable rates as we



MR. J. P. MURRAY
Toronto Carpet Co., Toronto
Chairman Commercial Intelligence Committee
1902-1903.

get from New York. It is rather an unfortunate state of affairs, particularly as we are anxious to build up our own lines and our own trades. The same thing applies on shipments we have had occasion to make to Japan. We have found a difference in that case in favor of New York of over fifty per cent. I merely desire to point this out, because I think it would be a mistake to have the impression go abroad that shipments can be made by Vancouver at much lower rates than by New York. I only wish it were the case.

The President: Mr. Saunders is not here. Mr. Saunders, I think, mentioned this matter this morning in connection with a reference to the commercial

agents appointed by the Association, and with Mr. Thorn's explanation of the matter I think it puts both sides of the question before us. It is not our intention to go into discussions of individual interests or rates individuals are able to get in adopting the report. If there is no further discussion upon it we will be glad to have it adopted. The motion is before you.

MR. HENDERSON

Mr. E. Henderson: I think I was not here when the report was discussed. I remember at Halifax last year the matter of putting on a steamer to New Zealand was discussed. I don't know what has been done during the past year, but so far as I am aware no steamer has yet been put on that service, and I think there is sufficient volume of business being done between Canada and New Zealand to warrant very great efforts being made towards the establishment of a line of steamers to that country. I have been told that you can ship via Australia to New Zealand by the direct line. That is quite possible but it adds very considerably to the expense, and in addition I understand that the space in the Australian steamers has been taken for months to come. I happen to do a little exporting to New Zealand, and I find it impossible to ship by Vancouver as compared with shipments by New York; but even by New York there is a very considerable expense attached to shipment. I know of other shippers of heavy, bulky goods in Canada who could do large business in New Zealand if this service were established.

I might possibly supplement what Mr. Thorn has said. I think that articles having a high classification can be shipped to New Zealand and to Australia by Vancouver just as cheaply as they can be shipped by New York, but articles of low classification—bulky articles—cannot be shipped at anything like the same rate as by New York.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President: We now have the report of the Commercial Intelligence Committee, to be presented by Mr. Murray, chairman of the committee. Before Mr. Murray starts to present the report I wish to ask any gentleman speaking on the report to announce their names so that the press may get them.

Mr. J. P. Murray presented the report of the Commercial Intelligence Committee as follows:

REPORT OF COMMERCIAL INTELLIGENCE COMMITTEE

Your Commercial Intelligence Committee is pleased to report one of the busiest and most successful years in its history. Never before has Canada attracted the attention of all the great nations as she has during the past year; never before has she commanded such widespread recognition and deep interest from the motherland; and, perhaps in all the world's history no young dominion has ever faced a future laden with brighter prospects.

Dealing specially with the work of this committee, it is of interest to know that the export trade of Canada has amounted during the past year to \$225,849,724, an increase over the previous year's trade of \$14,209,438. Your Committee has been active in assisting the members of this Association in many ways since our last Annual Meeting. During the year we have held fifteen meetings, with an average attendance of five. Of these meetings, your Chairman attended thirteen, Co. J. B. MacLean twelve, Mr. W. B. Tindall ten, Mr. G. P. Breckon nine, Mr. J. S. King six, Mr. F. J. Smale five, Mr. William Stone four, Mr. H. Van der Linde two.

The many important matters dealt with may be referred to briefly as follows:—

CORRESPONDENT MEMBERS ABROAD

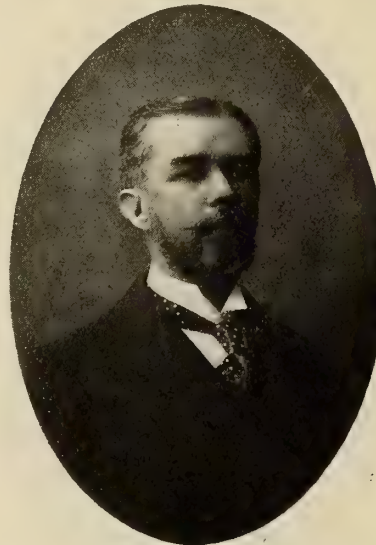
Early in the year, three correspondent members were added to our staff, namely, Messrs. T. Geddes Grant, Port of Spain, Trinidad; Hon. T. W. Middleton, Kingston, Jamaica, and Richardson & Britton, of Kimberley, South Africa. For some time we have known that the system of appointing our correspondent members has not been satisfactory in every detail. Correspondents who are actively engaged in handling trade find it impossible to afford equal advantages to all the individual members of the Association, some of whom they may represent in a special way. For this reason your Committee have deferred the making of any further appointments, and have recommended to the Executive Council of the Association the adoption of a new system. The plan proposed is the appointing of special agents who are not themselves, and cannot be engaged as representatives of individual manufacturing firms—the appointments to be made through a financial institution of the highest standing. The new system will not only ensure the proper attention to the enquiries of any member of the Association, it will afford much wider facilities for securing information, and will introduce as far as possible a uniform standard in the duties of all the correspondent members. Arrangements are now in progress for the appointment

of representatives under the new system, and definite announcement will be made to the members as soon as these are completed.

It is the desire of the Committee that the members should interest themselves to a greater extent in foreign fields. The Association is provided with facilities for securing any information with regard to any foreign market, and we are desirous of introducing and establishing in each of these markets goods that are made in Canada. We trust that the officers will be used in this direction during the coming year more than they have ever been before.

TRADE INDEX, 1903

Under the direction of this Committee a new Trade Index has been issued. It is now almost ready for distribution,



MR. A. W. THOMAS
Copp, Clark Co., Toronto
Chairman Commercial Intelligence Committee
1903-1904.

and, is the most creditable publication of the kind ever issued by the Association. It contains the names of 1,274 manufacturers in Canada, with a complete revised list of the various articles manufactured; a map of Canada showing the chief manufacturing centres and the distances between important points, as well as other valuable trade information. Ten thousand copies will be issued immediately, one being forwarded to each member, and the remainder being distributed to foreign markets through the special representatives of our Association and the British Consuls.

The actual superintendence of the work on the Index has been performed by a special committee consisting of Messrs. W. B. Tindall, G. P. Breckon, and T. A. Russell, acting in conjunction with the office staff, and to these

gentlemen the thanks of the Association is particularly due.

EXPORT TRADE

The Committee considered very carefully the sending of a special representative to South Africa to investigate trade conditions, and to report for the benefit of our members. It was decided, however, for various reasons that the time was not opportune for the Association to send a special representative, and the members were induced to do so individually through special arrangements made with the Allied Steamship Companies for transportation of their travellers. We understand that plans are on foot for a great Peace Exposition to be held in South Africa within the near future, and we have already placed ourselves in touch with the Dominion Government with a view towards having Canadian manufacturers adequately represented. We have to express our great regret that the Canadian Government have not seen fit during the past year to appoint a Special Trade Commissioner in Great Britain who would superintend a Canadian building supplied with samples of Canadian goods. We have taken care to point out to the Government the necessity for such an officer, and it is our earnest hope that something may be done within the near future towards securing for Canada that place in the British market to which she is entitled.

COMMERCIAL REPORTS

During the past year, Commercial Reports on firms in any part of the world have been supplied to our members at the rate of \$1.50 each. The system has been a very satisfactory one, but we have made recent changes which have done much to increase our facilities, and we are enabled to continue the work of our members at the same rate. These reports may be depended upon as reliable, and the rate is so low that we hope our members will take it as an inducement to look into Export Trade in the various countries.

POSTAGE RATES

An effort has been made by your Committee to secure a reduction in the postage rate on catalogues and heavy printed matter; the postal tariff on which has been doubled recently. We believe that the increased rate has prevented the publication and forwarding of worthy advertising material which might have done much to build up Canadian industries and attract desirable immigration to the country. We have also made an effort to secure a parcel

postage service between Canada and the island of Trinidad, and we have reason to believe that this will shortly be established.

UNIVERSITY COMMERCIAL TRAINING

It has been the desire of your Committee to bring our Association into closer touch with the universities of Canada, that the students of our land might enjoy in their university work opportunities for commercial training which would fit them specially for undertaking advanced mechanical or office work. With this in view your Committee has interviewed the authorities of the University of Toronto in order to initiate the movement which includes among its possibilities the instituting of special commercial branches in all the large Canadian universities. It is hoped that some definite plans may take form during the coming year with regard to this matter. Your Committee is more and more impressed with the splendid results to be accomplished through technical education, and we beg to commend most heartily the action taken by our Montreal Branch towards establishing a Technical Institute in the city of Montreal. It is our desire that this movement should grow and extend to every part of our Dominion, so that within the next generation our Canadian factories and offices may be filled with young Canadians who are experts in their various lines and who may receive their training in their own land.

FIFTH CONGRESS—CHAMBERS OF COMMERCE

We desire to record with satisfaction as Canadians, our appreciation of the meeting and deliberations of the Fifth Congress of Representatives from the Chambers of Commerce of the Empire, which convened for the first time outside of Great Britain in the great convention held last month in Montreal. The representation of the Association was specially under the supervision of this Committee, and your Committee have to report the successful carrying through of several resolutions which were presented through our Association for the consideration of the Congress.

IMPERIAL TRADE

Your Committee desires that the important resolution concerning Imperial Preferential Trade which your representatives were instrumental in framing, and supported at that meeting, should now receive the approval of the Association, and for this purpose we beg to submit it as follows:

"It is resolved that, in the opinion of this Congress, the bonds of the British Empire shall be materially strengthened and the union of the various parts of His Majesty's dominions greatly consolidated by the adoption of a com-

mercial policy based upon the principle of mutual benefit, whereby each component part of the Empire would receive a substantial advantage in trade as the result of the national relationship, due consideration being given to the fiscal and industrial needs of the component parts of the Empire;

That this Congress urges upon His Majesty's Government the appointment by them of a special commission composed of representatives of Great Britain and her colonies and India, to consider the possibility of thus increasing and strengthening the trade relations between the different parts of the Empire and the trading facilities within the Empire and with foreign countries.

In closing this report the Chairman desires to express on behalf of the Association his sincere thanks, and appreciation of the faithful services rendered by the members of the Committee during the past year.

All of which is respectfully submitted.
J. P. Murray, Chairman. K. J. Younge, Secretary.

DISCUSSION

Mr. Murray: Although it is not said here, I think it is only fair to Mr. Van der Linde to say he was one of the representatives of the Toronto Branch on the Technical School Board, and, as they used to hold their meetings on the same evenings as we used to hold our Commercial Intelligence meetings, and it was impossible for him to be present in two places at once, yet we very often had his help and advice on questions that came before us.

In moving the adoption of the report of my committee, sir, I do not wish to add any remarks, but I would like to bring before the Convention the relations that we may be placed in in connection with South Africa. Through an organization with which I am connected we have received letters from tradesmen over there stating that so far there is to be no preference given Canada in South Africa; that the preference so far is only relating to Great Britain. By communication through the secretary with Ottawa it has already been brought to the Government's notice at Ottawa, and they are in correspondence in connection with the matter. I think, however, that it is a matter of such serious import to Canadians that some action should be taken by this Convention in reference to it. These letters from South Africa to which I refer, from firms of very extensive and large standing doing business, say that, of course, if Canada does not get an equal preference with Great Britain that trade that has been coming to Canada certainly must cease as far as South Africa is concerned.

I wished to bring that point up, because I think it is a matter of too great importance for us to meet in convention here and not take some steps to strengthen the Government's hands, if we can in any way, in bringing about a change so that we may get a preference to Canada that will go to any other part of the Empire.

I beg leave to move the adoption of my report.

Mr. P. H. Burton: I second the adoption of the report.

The President: With reference to what Mr. Murray said at the close of his report, I would suggest that he prepare a resolution along these lines and hand it in to the Resolutions Committee.

COMMERCIAL COURSES

Mr. S. M. Wickett: One point that calls for a little remark: very probably through some inadvertence on the part of the chairman in preparing the report, reference was left out to the commercial course that has been actually established by the University of Toronto. The hope is expressed that the University of Toronto, with other Canadian universities, will undertake a course in commerce. As a matter of fact, the University of Toronto has already established a course in commerce, and that course has attracted the attention of the Board of Trade of Toronto to the extent of having an endowed scholarship of \$200 granted to it, and the course has also been donated a medal by one of our prominent members, Mr. P. W. Ellis. I thought it well that the efforts of the University of Toronto to establish commercial education should not pass unrecognized at this meeting. The University of Toronto made the first appointment in political economy in 1888; its example was then followed by Queen's University, then by New Brunswick and by McGill University in Montreal. The University of Toronto has now been the first to establish a course in commerce, and it is the hope of this Association, I know, and it is the hope of the University of Toronto as well, that the precedent established there will be followed by the other universities; but I think the chairman might advisedly take recognition of the establishment of this course in commerce, and this recognition, I hope, will have some result in turning the attention of manufacturers a little more directly to the instruction that is already provided for them.

POSTAGE RATES

Mr. F. A. Ritchie: In reference to postage rates on circulars and catalogues, it has come before my particular attention that not only are we at a disadvantage in regard to the postage rates themselves, but we are at an exceeding disadvantage in regard to duty

on catalogues and printed matter coming into this country through the post-office. I have considered it my duty on more than one occasion to draw the attention of the Customs Department to this matter, and I must say that it received very courteous and prompt attention. The circulars that I had forwarded to me through the mails from the United States bearing the imprint, or rather the direct advertisement of what is supposed to be Canadian manufacturers, were mailed through the mails of the United States printed on American paper, by American printers, and from which Canada derived no particular benefit; in fact, no benefit of any kind. Not only are we out the duty, and not only are we out the cost of the production of that material, but we are also out the direct cost of carriers. I think in this Convention we might make some kind of an impression on the Government of the necessity of not only reducing the postage rates for literature of this kind, which is a direct benefit to Canadian manufacturers and the country at large, but also take such steps as may be necessary to prevent it being brought into the country along the lines I have mentioned.

The President: With reference to Mr. Wickett's remarks, I think the Convention could well leave that matter. I am sure Mr. Murray and the committee associated with him will gladly amend their report to cover the ground suggested by Mr. Wickett, if it is your pleasure to leave it in that shape after it has been passed in accordance with Mr. Wickett's suggestion.

The President put the motion for adoption, which, on a vote having been taken, was declared carried.

The President called for the report of the Industrial Canada Committee.

The President: The chairman of that committee is not here, and Mr. Munro has a matter which he would like to introduce which is of great interest to us, and which I will ask him to introduce now.

CHAMBERLAIN'S RESIGNATION

Mr. R. Munro: Mr. President and Gentlemen—I don't know whether it has come within the knowledge of each one of you but we are informed during the interval of the sessions to-day of the resignation from the British Cabinet of the Right Hon. Joseph Chamberlain. The information appears to come to us fully authorized, and, assuming that it is the fact, it seems reasonable that we should express the impression which it has produced on our minds. We should not bring such a matter before the Convention but for the fact that the information appears to be perfectly reliable, and, therefore, it has been suggested we should communicate our views in con-

nection with his resignation to the Right Hon. the Colonial Secretary of Great Britain. I would submit to you a message which, if approved by you, should be cabled to Mr. Chamberlain: "The Right Hon. Joseph Chamberlain, London, England.—The Canadian Manufacturers' Association, in convention assembled, desire to express our deep regret that your withdrawal from the British Cabinet has been rendered necessary. This Association has followed your proposals with the greatest solicitude, and hopes your efforts to adapt Great Britain's fiscal policy to existing conditions will continue to be vigorously prosecuted."

Mr. F. G. Mason: I think it would be well to put in the words "At Toronto."

Mr. Munro: The message if approved by you will be signed by the President. I don't think it is necessary for me to add a word, but it will be open for you to discuss the propriety of the message, and also its contents.

We are of all parties in politics, but we are not here as partisans; we have happily in all our history been able to carry unanimously resolutions on fiscal questions. We have men who are, perhaps, a little extreme in party, but we leave party outside, and we have discussed questions from a business standpoint. (Hear, hear.) We believe that Mr. Chamberlain is eminently fitted to discuss British trade from a British standpoint, and his efforts in regard to the fiscal policy of Great Britain have commended themselves very strongly, I think I may say, to every member of our Association. (Hear, hear.) We had hoped that the memorandum of the Government would have been such as to have enabled him to continue his efforts. My own observation in Scotland recently led me to believe that a great change in favor of fair trade, as it is generally called, has come over the minds of business men, and I had felt very certain that it would bear fruit at the polls. This idea may be premature, but I think you will all agree in expressing the hope that the work that has been done in recent months will not be lessened, but will be intensified by the fact which we so much regret this afternoon. I move that the message in question be cabled to the Right Hon. Mr. Chamberlain. (Applause.)

MR. DRUMMOND

Mr. G. E. Drummond: Mr. President and Gentlemen—I rise simply to second the resolution. Mr. Chamberlain, in the opinion of all of us, I think, has been recently at least the cleverest and the most clear-headed business man probably in the Cabinet of Britain without any reflection on the others and their capabilities and capacities—as clear-headed a business man as any Govern-

ment under the British flag ever had. (Hear, hear.) Mr. Chamberlain has changed the whole face of public opinion, if I may speak so, in the last year with regard to the great question of Britain holding her own in trade and commerce in her competition throughout the world. He has awakened Britons in the British Isles in a way that those who were in England two or three years ago would not have thought possible within that short period, and he has voiced what has been in the hearts of all of us for some time past, the necessity of England giving the industrial world a dose of their own medicine so as to teach them through the medium of protection what they may hope to get in the way of reciprocity in the future. I personally feel the deepest regret that such a man as Mr. Chamberlain should find it necessary to retire to-day from that Cabinet, but I believe with my friend, Mr. McNaught, in what he said to me a moment ago, perhaps he can do better work outside. The work he has started is going on. I think I speak for every captain of industry when I say if they decide that the right thing to do in England is to put a duty on manufactured goods throughout so as to hold their own in the British Isles, we have not a word to say against it, if they impose that duty against us as against all others. If we can enter into arrangements to have them fill up our broad lands in the West and keep this a land thoroughly British, let that come in the form of a preferential arrangement between us later on, but we are all, I think, in favor of England protecting her own industries to-day; and I have very much pleasure in seconding this resolution, and hope that the cablegram will strengthen the hands of Mr. Chamberlain in England. (Applause.)

Mr. F. Braidwood: Mr. Chairman, I do not hope to change the opinion of this meeting, but I hold that as a manufacturing association we should not be political partisans, and I take the ground simply that it is a mistaken piece of policy to stand by Mr. Chamberlain in this matter at all. We have nothing to do with Mr. Chamberlain, and I hope that if I should be the solitary one that my name should be entered as protesting against it.

Mr. P. W. Ellis: I think there is one very important feature which justifies such a cable, and that is that we as an important part of a colony are cabling our views to the Colonial Secretary; that particularly justifies this cable, and it will show the British people that the colonies themselves, or this colony, or the manufacturing part of this colony, is in sympathy with Mr. Chamberlain's work, and regrets the fact that he has to retire from the Cabinet.

Mr. J. F. Ellis: I do not like to add anything to what has been already said, but I would like to say in reply to our friend with regard to the Hon. Joseph Chamberlain that I suppose he is known all over the world as the most brilliant and capable Colonial Secretary that England has ever had in her Cabinet, and I think he has decided, owing to a difference of views with his colleagues to resign. I think it would be quite right and proper for this Association to express its high appreciation of his services in the past. I feel sure, although he is out of the Ministry, his work will still go on. I have had the good fortune to have been in the Old Land this summer, and it was a great surprise and pleasure to find that on every hand Canada and the colonies were in the mouths of every one. They wanted to know all they could about Canada. Mr. Chamberlain's policy in the opinion of the intelligent people of that country had a tendency to knit together the ties of Empire, and that, I feel sure, is the wish and object of every Canadian. I trust this cable message will go to the Old Country, and that this meeting will give a unanimous vote in its favor.

Mr. J. R. Walker: It appears to me that this resolution is a little indefinite in terms. Mr. Drummond, in referring to it in seconding it, mentioned two courses that we were approving of, and I think the Manufacturers' Association ought to make it clear whether we are endorsing Mr. Chamberlain in his protectionist views or whether we are prepared as manufacturers to make concessions to each trade in the face of those preferential arrangements being carried out. They must involve a considerable sacrifice on the part of the manufacturing interests here if they are to be carried out in good faith. In this resolution we commit ourselves neither one way nor the other. Do we understand that as manufacturers in the event of preferential arrangements being made that we are prepared to make such concessions as are necessary to make the preference work both ways? I consider we are committing ourselves indefinitely as we word it there.

Mr. W. K. McNaught: I do not believe that this resolution touches the question of preferential trade at all. To my mind there are two things in this resolution. One is, we regret Mr. Chamberlain has found it necessary to retire from the Cabinet, which, I think, we can all agree on; and the second is we hope his efforts to make the fiscal policy of Great Britain coincide with the other conditions will be prosecuted. That does not say whether they are preferential or retaliatory, or what they are. I think, so far as this Association is concerned, we can certainly endorse

this very heartily, every one of us. It does not commit the Association to any policy whatever in regard to preferential trade or retaliation; it commits us to this: in our opinion the Hon. Joseph Chamberlain is the Colonial Secretary above all others who has had knowledge and sympathy with the colonies, and who understands the colonies as no other Colonial Secretary ever did before; and I think we ought to strengthen his hand in every possible way in the crusade he has entered upon, and I am in hearty accord with the wording of the cablegram.

Mr. J. Ransford: Mr. Braidwood said he didn't hope to change the opinions of this meeting on the matter, and I myself have no hope of changing his opinions, but at the same time I just venture to express the wish and the hope that when we begin to deal with matters that are of more importance even than this that any political animus will not be shown in this meeting. I maintain that as business men and as manufacturers we should approach this and all other cognate subjects perfectly apart from any political feeling or bias whatsoever. I have no hesitation in stating as publicly as possible that my politics to-day are my business, and I do not care practically a snap of the finger who is in power so long as the party in power governs the country for the best interests of everybody concerned in that country. (Hear, hear.) Call them Conservative, call them Reformer, or what you please; the men that I wish to see in power are the men who have the best interests of the country at heart as a whole, and have the ability to administer for the best interests of the majority; and when I tell you that I, a born and bred Conservative, have in pursuance of these ideas attended a supper given to a Grit member of a Grit Government, and sat cheek by jowl with him, and supported him in everything he said, I do not think I can say anything further to show you I have the courage of my opinions. (Hear, hear.)

MR. P. H. BURTON

Mr. P. H. Burton: I very heartily endorse the cable which is proposed to be sent. As a member of the committee I was wishful we should do something to express our appreciation of Mr. Chamberlain. It was suggested I should prepare another resolution, which I have in my pocket, which I intended to read, but this will be unnecessary now. I can only say I do not see how any of us who are interested in the growth of the Empire can object to sending a message to Joseph Chamberlain, who, having the courage of his convictions, is willing to throw away a¹ s chances of political preferment² or that he may advocate and³ le, carry out what he

believes to be in the best interests of the British Empire. I have been going over to Britain for thirty-six years, twice a year, on business, and I think I am fairly conversant with the opinion of the people on the other side, and I may say that I never saw such a turnover with regard to the opinions of business men in Great Britain as I have seen during the last twelve months, and especially since Mr. Chamberlain has come out. Why, you can't point within the last fifty years to any man who has had the same courage to come out with his convictions in opposition to what they suppose to be, some of the people there, in the way of free trade, so sacred that the man who dares to say a word against it is almost looked upon as a sinner. I tell you I have met men who consider it really immoral to say anything against free trade—(laughter)—and the only way you could get at them would be to tell them it would possibly be in Britain's interest to take some of the duties off tea and things of that kind which they cannot produce and reduce the taxation; and the trouble is this with that question like many others, they hash up old free trade doctrines of fifty years ago, and the thing is not argued upon its merits at all. There is not the slightest doubt, whatever they may say of her progress and continued wealth, that Britain is proportionately losing ground in the race, and the manufacturers are beginning to appreciate it; and they are also beginning to appreciate the fact with the growth of the immense interest in the United States and the money power they have that they stand in the same position that we shall here, perhaps, if times get a little poorer, for goods will be thrown over there at such a price as will mean ruin to, perhaps, their iron and steel industries. I feel very strongly upon this point. I feel Joseph Chamberlain is honestly trying to do that which is best for the British Empire as it stands to-day and for Britain herself and I feel also that, perhaps, in the beginning, when he talked simply about a tax on food, he took what was a little unpopular view at the time, and which has been very largely misrepresented, because I know in elections there the first thing they do, they hang up a cartoon; and there is a big loaf and a little loaf, and the big loaf is free trade and the little loaf is protection, and they try to carry the people away with that idea. Those who think about it are beginning to say it doesn't matter so much about the size of the loaf as having the money to buy it; and that is what we understand in this country; and I have noticed that Englishmen who go abroad change their ideas altogether; they find that it is not so much a question of price as of employment. As a certain celebrated lord

has said many a time, no country was ever made rich by consumption, but it can be made rich by production; and these are the ideas that stand behind Joseph Chamberlain; and I believe you will find when he comes out he will not only advocate a small duty upon food and products coming from parts outside of the colonies, but he will also advocate the doing away with some of those duties, such as on tea and coffee, and so forth—perhaps a revision in the income tax and a duty upon manufactured goods; and I am sure if we can see Great Britain putting on a duty of ten or fifteen per cent. on manufactured goods to replace the duties which she is now collecting on articles which she cannot produce, and still giving us free entry of manufactured goods as well as

raw products, it will be to the benefit of this country. There may be some articles which we may object to send to England, but there are other articles which we can send, and do send, to England to-day, for instance, the manufactures of wood and paper. Now, supposing that there was an import tax of 15 per cent. on manufactured goods, and the Canadian goods could go in at 10 per cent., even supposing we were not in that particular business, we should rejoice, because it would mean more business for Canada, more people employed and more money spent in the country; and, as I believe Mr. Chamberlain's ideas are leading in that direction, and that he at any rate is the best and most practical business man that has ever stood in the Colonial Secretary's place,

I believe he deserves at least from us some mark of recognition in this very important crisis in his history.

The question was called for.

The President put the motion, which, on a standing vote having been taken, was declared carried, only one voting against the resolution.

The President called for the report of the Industrial Canada Committee, and stated that in the absence of Mr. Russell Mr. Younge would read it.

Mr. Younge: I regret very much Mr. Russell is not here to present the report of this committee. He has taken a very deep and active interest in the work of the committee, and I know it would afford him pleasure to present such a successful year's work. The report is as follows:

REPORT OF "INDUSTRIAL CANADA" COMMITTEE

Your "Industrial Canada" Committee beg to submit the following report on the progress and conduct of the official organ of the Association for the past year.

"Industrial Canada" completed its third year of existence with the July issue of the present year. It has now attained a position of no little importance among Canadian publications. Though its columns have been devoted mainly to reporting the work of the Association, it has latterly been developing in other directions as well. Its editorial pages contain from month to month important pronouncements on questions of vital interest to the Association. During the year it has been directing public attention to the importance of Canadian manufactures by means of carefully prepared and illustrated articles on leading industries. Foreign trade relations have been kept to the fore both in letters from correspondent members of the Association and in the publication monthly of long lists of foreign trade enquiries.

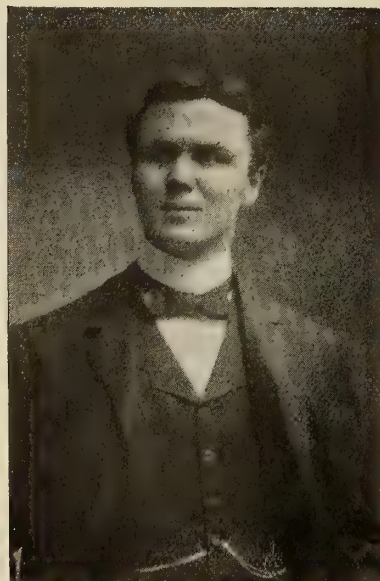
From the advertising standpoint, a decided strengthening of position is to be noted. "Industrial Canada" now carries a series of valuable contracts, which not only shows the appreciation in which it is held by members of the Association, but which also ensures its financial success.

In February last, owing to the large increase in work at the head office of the Association, it was deemed advisable to appoint an officer who should have special charge of "Industrial Canada." The Executive Council appointed Mr. W. A. Craick, B.A.

Twelve issues of "Industrial Canada" have appeared since our last report, and the average number of pages in each has been fifty. Of these an average of

twenty pages have contained advertising matter and thirty reading matter. These figures, however, do not include the cover, of which three pages are advertising pages.

The total circulation of "Industrial Canada," September, 1902, to August, 1903, inclusive, was 36,100, being an average of over 3,000 copies per month, an increase over last year of 700



MR. T. A. RUSSELL
Canada Cycle & Motor Co., Toronto Junction
Chairman Industrial Canada Committee
1902-1903.

copies per month. All members of the Association receive copies, and in addition to the regular circulation, copies are sent to numerous Chambers of Commerce, Boards of Trade, British Consuls, Public Libraries and Members of Parliament. During the year the mailing lists were thoroughly revised, so that only those who expressed appreciation of the paper, were

continued on the lists. From month to month, as the work of the Association widened, more names were added.

Financially the paper has had a successful year. It has at length been placed on a paying basis, and is no longer a drain, as heretofore, on the finances of the Association.

The special features during the year have been as follows: September, 1902, a full account of the Annual Meeting held at Halifax; October, 1902, Dr. S. M. Wickett's report on the Yukon; November, 1902, special articles on foreign trade; December, 1902, the Canadian woolen industry and the customs tariff of Australia; January, 1903, the farm implement industry; February, the cotton industry; March, the furniture industry and the Brantford banquet; April, the wood-pulp industry; May, the paper industry; June, the milling industry; July, the jewelry industry; August, reports of Annual Meetings of the Branch Associations.

The prospects for the coming year are bright and it is confidently hoped that "Industrial Canada" will exhibit the same development as has marked its career during the year that has passed. The earnest support of all members of the Association is urgently requested, both in the way of suggestion, advice and advertising assistance. Hitherto its columns have not been used to the extent your Committee would desire. It is the Association's own paper and as such it is open to every member. It is hoped that in the future its sphere of usefulness will be largely increased through a more liberal use of its advertising space and more frequent contributions to its news columns.

"Industrial Canada" is a power in the hands of the Association, which can be used to immense advantage in case of

emergency. It already has a status as a regular publication, and, when need arises, its circulation and influence may be extended enormously. This fact should be remembered by our members and the good work of "Industrial Canada" be correspondingly encouraged.

All of which is respectfully submitted.
T. A. Russell, R. J. Younge,
Chairman. Secretary.
Mr. A. W. Thomas moved, seconded by Mr. Cockshutt, the adoption of the report, which, on a vote having been taken, was declared carried.

The President: At our annual meeting

last year a special committee was appointed to report on Canadian copyright. This report is to-day in the hands of the chairman of the committee, Mr. W. P. Gundy, and he will read it.

Mr. Gundy: Mr. Chairman and Gentlemen,—Your Committee on Canadian Copyright begs to report as follows:

REPORT OF CANADIAN COPYRIGHT COMMITTEE

The Imperial Copyright Act of 1842 is the basis of the law of literary copyright throughout the British Empire. It provides that copyright granted thereunder extends to all parts of the British Dominions, including "all colonies, settlements and possessions of the Crown which now are, or hereafter may be, acquired." This Act governs us to-day.

The terms of the Act are made clear by Sir John Thompson in the following statement: "It is no doubt true that from the point of view of the British authors and publishers the Imperial statute of 1842 was satisfactory to these authors and publishers, because it gave the British author and publisher a monopoly by copyright extending over the sovereign's dominions, for forty-two years from the first publication, or seven years after the author's death. It may be regarded, indeed, as a continuance for their benefit of the system which was based on the idea that the colonies were to be preserved only for the benefit of the producers in the British Isles, and that the inhabitants of those colonies had no rights of self-government, or otherwise, which were inconsistent with the interests of British producers."

This action of the British Government was promptly resented by the people of British North America at that time, and the agitation for redress continued until 1846, when Mr. Gladstone gave warning to the publishing trade in England that they must be induced to "modify any exclusive views which may still prevail in regard to this important subject," and shortly after a report was made by the Colonial Office to the Board of Trade conveying the decision of Earl Grey, Secretary of State for the Colonies, that "after the repeated remonstrances which had been received from the North American colonies on the subject of the circulation there of the literary works of the United Kingdom, he proposed to leave to the Colonial Legislatures the duty and responsibility of enacting laws which they should deem proper for securing the rights of authors and the interests of the public."

In the same year Earl Grey sent a circular despatch to all the governors of the British North American colonies, pledging the faith of the British Government "to submit to Parliament a bill authorizing the Queen-in-Council to confirm and finally enact any colonial law or ordinance respecting copyright, notwithstanding any repug-

nancy of any such law or ordinance to the copyright law of this country."

Notwithstanding Mr. Gladstone's warning and Earl Grey's explicit promise, this pledge remains unfulfilled to this day.

Unfortunately, Her Majesty's Government evidently determined (without consultation with the Canadian Government), not to legislate in accordance with the terms of Earl Grey's despatch, but instead to pass the Imperial Act of 1847, which is commonly known as "The Foreign Reprints Act." This "Foreign Reprints Act" had the effect of creating a monopoly in Canada for the publishers of the United States. In any event, this Act of 1847 could not, under any consideration, have been intended as a fulfillment of the pledge given by Earl Grey.

The Canadian public, therefore, assumed that in the British North America Act of 1867, a tardy fulfillment of Earl Grey's pledge had been made, because copyright was named among those subjects with which the Government of the Dominion should alone have power to deal. In this, they have hitherto found themselves mistaken.

It has all along been contended by such Canadian authorities as the late Sir John Thompson (who had made a very special study of the subject), the late Sir James Edgar and the late Mr. Justice Mills, that Canada had exclusive jurisdiction in this matter, and had Sir John Thompson lived to carry to a conclusion the negotiations with which he had been entrusted, it is possible the matter would have been settled before this.

For many years Canada was told that nothing could be done, fearing that an arrangement with Canada might prevent or retard negotiations with the United States, and when these negotiations were brought to an end by the passing of the Chase Bill in the United States in 1891, it was found that Canada had all along been asking much less than was freely conceded to the people of the United States.

The Imperial Government agreed to an arrangement with the United States whereby the British or Canadian author or publisher in order to get copyright protection in the United States, is obliged to print his book in the United States from type set in the United States. Having done so, the British or Canadian author may secure copyright throughout the British Empire by sending a few copies of the book printed in the United

States to London and registering them at Stationers Hall, simultaneously with publication in the United States.

If, on the other hand, the United States author or publisher desires to secure copyright in England or Canada, all he has to do is to send half a dozen copies of the book which he printed in the United States to Canada and the deed is done. He has all the power and might of the British Government to protect his interests. As Sir John Thompson very tersely stated the case:—"The American purchasers of British rights frequently refuse to Canadian publishers any arrangement for the publication of reprints in Canada. In this way the copyright holders outside of Canada, not only enjoys in Canada a monopoly which the Copyright Act of 1842 gives him, but can and does sell to foreigners that monopoly in Canada and the foreign purchaser thus secures the right, under the statute of 1842 and the Berne Convention of 1886, to lock the Canadian presses in order that its own may be kept in operation to supply Canadian readers."

Briefly stated, if the English or Canadian author or publisher wants copyright protection in the United States, his book must be set up with United States type, he must call in the aid of the United States paper maker, printer and binder and have all his work done in that country. England, on the other hand, makes no such conditions, and permits the United States author or publisher to secure copyright throughout the British dominions without spending one cent either in England, Canada or any other part of the British Empire.

It would be very easy to give many specific instances by way of illustration, illustrations startling in their character, of the effect of this arrangement when put into practical operation, but as we are not considering any particular copyright bill, but the larger question of Canada's right to legislate for herself, while these illustrations are available, we shall not introduce them in this report. We think we should, however, quote Hon. David Mills, who, while Minister of Justice, referred to these facts in the following words: "Canada is included in the arrangement that English authors or publishers make with the United States publishers, as much as if she consisted of half a dozen states of the Union. This is rather an unsatisfactory condition of things and one against which I think Canadians will continue to protest."

In 1842, when the Act under which we now operate was framed, the population of British North America was under 1,800,000. scattered over a few colonies bordering on the Atlantic coast, throughout Lower Canada (more largely at that time a French speaking population than to-day), and Upper Canada.

In 1903 we have a population bordering on 6,000,000 people with a Dominion extending from ocean to ocean. Your Committee are of the opinion that an act originally framed in the interests of English authors and publishers at a time when Canada consisted of comparatively few people scattered over a portion of the northern half of this continent, is not suited to the conditions of life in the Dominion at the present day.

Your Committee have no desire at this stage to discuss the details or particulars of any copyright bill, this may be left to our own Government who may be trusted to see that authors, publishers and readers are consulted and their interests alike conserved. They do wish, however, to insist upon our rights as a free people to legislate for ourselves in this, as we are permitted to legislate in the other twenty-eight subjects to which, under the 91st section of the British North American Act, the "exclusive legislative authority of the Parliament of Canada" extends.

Your Committee believes that we should not require to go further than Ottawa to secure legislation for this country, and that in legislating for Canada upon domestic matters His Majesty should act only upon the advice of his Canadian Parliament.

The late Sir James Edgar, in a letter written shortly before his death, says: "Let me give them however one word of warning when I hint that we shall be more easily coaxed than driven, and that Ottawa rather than Downing Street is the place where we prefer to regulate our own affairs."

As there is now a proposal to amend the Imperial Copyright Act, the time seems most opportune for Canada to act, and before far-reaching Imperial legislation increases the difficulties attendant on the settlement of this question, the right of Canada to frame her own laws should be conceded.

In view of the foregoing statements of fact, your Committee would recommend that the following resolution be forwarded by the Secretary to the members of the Dominion Government, strongly urging upon them the necessity for endeavoring to procure at an early date such Imperial legislation as shall enable the Parliament of Canada to legislate on all matters relating to copyright in Canada without regard to statutes in force when the British North America Act was passed.

Whereas the Imperial Copyright Act of 1842 is in express language made applicable to the whole of the British Dominions, and

Whereas the passage of the said Act was promptly resented by the people of British North America, and an agitation for redress was commenced and continued until 1846, when Earl Grey, the then Secretary of State for the Colonies, in a report to the British Board of Trade, conveyed his decision that "after the repeated remonstrances which had been received from the North American Colonies on the subject of the circulation there of the literary works of the United Kingdom, he proposed to leave to Colonial Legislatures the duty and responsibility of enacting laws which they should deem proper for securing the rights of authors and the interests of the public." And in the same year Earl Grey sent a circular despatch to all the governors of the British North American colonies, pledging the faith of the "British Government" to "submit to Parliament a bill authorizing the Queen-in-Council to confirm and finally enact any Colonial law or ordinance respecting copyright, notwithstanding any repugnancy of any such law or ordinance to the copyright law of this country."

And whereas in the British North American Act exclusive power is given to the Dominion Parliament to legislate upon the subject of copyright, but those sections of the Imperial Act of 1842, which extended the Act to the colonies, remain unrepealed, so that the pledge of Earl Grey as above set out, has never been fulfilled.

And whereas there has always been in Canada a strong objection to having the Imperial Copyright Act of 1842 in force here, not only because it works an injustice upon Canadian interests, but also because we feel that we ought to have, and it was intended by the British North America Act that we should have, ample power to legislate upon this subject without regard to Imperial statutes in force when our Constitution was given us in 1867.

And whereas the opposition to the said Imperial Act is growing and has now reached a point where we think something should be done to have our rights as a self-governing colony fully recognized:—

Therefore be it Resolved that the Canadian Manufacturers Association in Annual Meeting assembled respectfully but strongly urge the Premier of the Dominion, and his colleagues, to take up the question of Copyright with the proper authorities in England and press for recognition of the right of Canada to make her own laws on the subject of Copyright, without which her rights as a self-governing colony are incomplete.

Mr. Gundy: I have much pleasure, seconded by Mr. Murray, in moving the adoption of the report.

Mr. Murray: I don't think any resolution that went to Ottawa about copyright ever before had in the resolution such an amount of meat as is in the

resolution submitted by Mr. Gundy. In the preamble of the resolution it deals with the Ontario law from 1842 down to the present date and puts it in such a concise way that I think any person almost that runs may read.

Mr. A. W. Thomas: This is a resolution that all Canadians can heartily support. In such a complicated question as copyright there is plenty of room for difference of opinion. To this stage differences have existed, and doubtless will continue as to the proper form of law to enact for the benefit of this country, but there is no room for difference of opinion as to our rights to legislate to govern ourselves. As the Imperial poet Kipling says, "We are daughter in our mother's house and mistress in our own." But we are not mistress in our own house unless we have complete power to legislate on all matters of property. There is no difference between copyright and any other form of property—no inherent difference—and if we have power to legislate on such questions as trademarks, banking, and other matters of that kind, why are we withheld the right to legislate on copyright? Then, again, the publishing interests of this country are now an extensive industry. It has been computed by the president of the Employing Printers' Association that the industry in the city of Toronto, including the cognate ones of printing and bookbinding, represent an amount of capital equal to any other industry in the city. I think the reproach against Canadian made books has been taken away. Books are now made in Canada equal, if not superior, to those made in England or the United States. I, therefore, trust this resolution will be heartily supported, and that our Government may be urged to take the action called for in the resolution.

The President put the motion to adopt the report of the committee, which, on a vote having been taken, was declared carried.

The President: Gentlemen, are you ready now to proceed with the report of the Parliamentary Committee? Is the chairman here?

Mr. P. W. Ellis: Yes.

The President: If so, I prefer to take that up now.

Mr. P. W. Ellis presented the report of the Parliamentary Committee, and commenced to read the same.

Mr. E. Henderson: This is a very long report, and might I suggest that instead of reading the whole report that each paragraph might be discussed as we go along. It would save a great deal of time.

The President: I think that is a very good suggestion.

REPORT OF PARLIAMENTARY COMMITTEE

Mr. P. W. Ellis read the report, section by section as follows: It is with considerable satisfaction that your Parliamentary Committee submits its annual report. The past year has been the busiest which this committee has had in the history of the Association. Twelve meetings have been held, with an average attendance of five. Of these, your chairman has attended seven (being absent in Europe during part of the year); Messrs. J. O. Thorn and Thos. Roden, nine each; A. W. Thomas and R. J. Christie, eight; Geo. H. Hees and W. B. Rogers, six; W. K. George (ex-officio), three; F. B. Polson (member for part of year only), two; J. F. Ellis, J. S. King (part year) and Geo. Booth (ex-officio), one each.

The number of meetings held, however, does not represent the amount or importance of the work accomplished. During the time when the Dominion and Local Houses of Parliament were in session the chairman and secretary, and sometimes other members of the committee were almost daily in consultation. Without congratulating themselves upon what they have accomplished for the manufacturers during the past year, your committee would like to impress upon every member of the Association the value of the work which it has done. Few manufacturers have the time or facilities to examine carefully the legislation introduced into the Parliaments of Canada, and to ascertain to what extent their interests may be affected. Copies of all the measures introduced into the Dominion and Ontario Houses, however, have reached our offices, and have been subjected to careful examination. Our local branches in other provinces have the same duty to fulfil with regard to provincial legislation in their respective provinces. It would surprise many of the manufacturers of Canada to know how many measures introduced into Parliament directly affect their welfare, and how often during a single session their interests are at stake. It is impossible in this short report to do anything more than outline what has been attempted or accomplished during the past year, but we shall endeavor to give a brief review of our action concerning most of the important legislation upon which we have taken action.

LABOR LEGISLATION

Perhaps the most important class of legislation with which we have been called upon to deal is that with regard to organized labor. Never in the history of Canada have labor unions shown so much activity; never have they been so well organized, and never has that

organization made such determined, and in many cases unreasonable, efforts to secure for labor the domination of Canadian factories, and to wrest from the employer his inherent rights, to control the policy of his business and manage it as he thinks best. In no quarter has the activity of Canadian labor unions been so manifest as it has within the halls of Parliament. Vice-President Duncan, of the American Federation of Labor, speaking in this city last May, proclaimed the fearlessness of organized labor, even for the Government of Canada, making the statement that organized labor would "swallow the legislative bodies of the country and turn them to our own use."

It would seem that this attempt has been made to some extent during the past year. Your committee has endeavored to meet the demands of the exponents of organized labor in a fair, liberal-minded manner, yet with the firm resolve to maintain as far as possible the rights that Canadian manufacturers should enjoy as British subjects entrusted with the management of capital in this Dominion. (Paragraph 1 adopted.)

SCARCITY OF LABOR

During the past year this country has experienced a scarcity of labor unparalleled at any previous period in our development. To meet the necessities of the case a letter was addressed under the direction of this committee to every member of the Association, enquiring with regard to the necessities of individual manufacturers. The replies to this letter showed that more than 11,000 additional employees were needed at once by our members alone. These facts were quickly placed before the Government, and through our Association were published in the British press, a step which led to the establishment of supply organizations in Great Britain. The addresses of reliable sources of supply were then furnished to the members of the Association, and as a result hundreds of competent workmen have been sent out to supply the demands of Canadian industries. These efforts on our part to supply the absolute needs of the country met with the most unbecoming and unpatriotic opposition on the part of organized labor, which did everything in its power to discredit Canada and Canadian manufacturers. (Paragraph 2 adopted.)

DISCUSSION

Mr. S. M. Wickett: I should like to move that that paragraph be forwarded to the editor of Truth in London, who

has been having a discussion on the scarcity of labor in Canada, and has been pointing to the fact that the assertions of the manufacturers have been contradicted, and he is asking for the truth. I should think if the Association forwarded this paragraph to the editor of that paper it would do some good, and I would move, seconded by Mr. Ransford, that this paragraph be sent to the editor of Truth in London.

Mr. P. W. Ellis: We might also enquire from the editor of Truth if he knows of any better method of finding out the truth than that which we have followed by which the individual manufacturer, over his own signature, states his personal wants, and is prepared to employ the labor he asks for.

I emphasize this feature because it may not be generally known to the members of our Association, and it is a most unfortunate and regrettable incident that the representative of the Department of Labor at Ottawa in Toronto has characterized the statement of this Association as fraudulent. Now, it is, indeed, unjustifiable when we take the only means we know of to obtain reliable information—information in the interests of our own members, who are prepared to back up their requests—that one whom we may properly speak of as a Government official should undertake to characterize that report as fraudulent. Our offices are open, our secretary is courteous and always willing to explain. Before publishing such an unfair statement he could have availed himself of the information on file in our office.

Mr. F. G. Mason: To what extent has that action of the labor unions affected the movement of labor towards Canada? Can you give the Association any information on that point?

Mr. P. W. Ellis: I think, Mr. Mason, we need only refer to the daily press, wherein it states that there is some confusion in the minds of the British people as to what is the truth respecting the conditions in Canada. That seems to imply that a doubt exists, whereas no doubt exists in our minds, as we know what additional help is necessary for our various industries.

Mr. F. G. Mason: Supposing our facts may be unassailable really, yet if those labor unions have the power to neutralize any statements that come from us what are we to do in securing labor, especially skilled labor?

Mr. P. W. Ellis: I might say in reply to that, we have a resolution "not yet reached" in this report which will ask

for an authoritative statement on our behalf by our own Government.

Mr. J. Ransford: Is there no way of bringing that official to book who has offered such a gratuitous insult to this Association? For a Government official to take the responsibility of stating that a statement made by us is practically untrue I stigmatize as a gratuitous insult, and should not be passed over without comment or action on our part.

Mr. F. G. Mason: That is the point I wished to bring up.

Mr. P. W. Ellis: I know the manufacturers are not afraid of a frank statement of the facts as they exist, but we do object to have those facts misrepresented. This matter will be brought to the attention of the Department at Ottawa, and we will trust that they will see it their duty to act as we would expect them to under the circumstances.

Mr. J. Ransford: That has already been done, has it?

Mr. P. W. Ellis: We will do so. I think the secretary might be instructed to forward the paragraph in question to Ottawa, and also to supply the department with the evidence on which we base our statement.

The President: I think it should be done, and it cannot be done too strongly or too soon.

Mr. E. Henderson: There is nothing in the report about that; it is a question for the committee. It is quite safe in their hands, I think.

Mr. P. W. Ellis: I will see that it is done.

Mr. Ellis read paragraph 3 of report as follows:

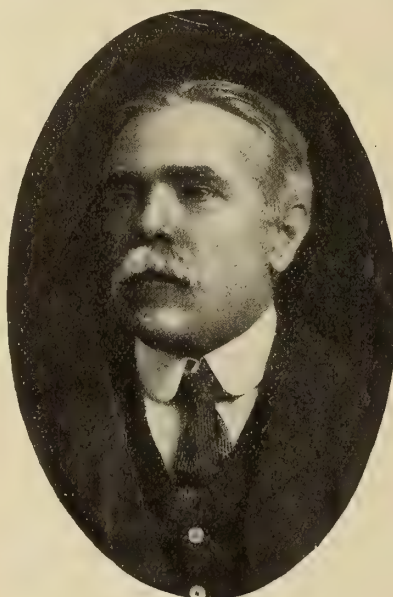
DEPARTMENT OF LABOR

"In this connection we respectfully desire to bring to the notice of the Association the unsatisfactory position, so far as Canadian employers are concerned, which has been assumed by the Department of Labor at Ottawa. We take it that if the Department of Labor were performing its proper functions one of the first of these would be to secure for Canadian employers the labor necessary to the maintenance of their industries. As early as August 30th of last year a letter was addressed to the Department pointing out the necessity of taking active steps in the matter. Between that date and the present time, notwithstanding the fact that the request has been repeated, we have not been advised that any steps have been taken by the Department towards meeting the honest requirements of the situation. We regard this matter as a very serious one, and having in view the general welfare of Canadian industries, we beg to submit for the consideration of this Convention the following resolution: That whereas the Department of

Labor at Ottawa has been fully acquainted with the need of labor which has existed throughout Canada during the past year, and in response to direct and repeated appeals has not taken, so far as we can ascertain, any action towards securing the supply of labor which is absolutely essential to the maintenance of Canadian industries;

"And whereas, the Department in its general policy and through its official organ gives constant and abundant evidence that it has regard for, and exists for, the interests of organized labor only, a body which represents only a small minority of the workingmen of Canada, and whose actions during the past year have been detrimental to the interest of Canada and to the workingmen themselves;

"Therefore be it resolved, that this Association, in annual meeting assem-



MR. P. W. ELLIS

P. W. Ellis & Co., Toronto

Chairman Parliamentary Committee 1902-3 1903-4

bled, urge upon the Government the necessity, if the Department is to be continued, of having it thoroughly re-organized, employing only impartial and fair-minded officials, and instituting throughout the Department and through the official organ a policy which will be of service alike to employer and employee, commanding the respect of both, and which will tend towards supplying the legitimate needs and building up the industries of the country.

"And be it resolved, that for similar causes and with the same end in view the Bureau of Labor of the Department of Agriculture in the Ontario Government should be similarly dealt with by the Ontario Legislature."

Mr. E. Henderson: Before that clause is carried I would like to make a few remarks. It was my intention, had this

matter not been brought to your attention, to have drawn the attention of the meeting to it. As at present constituted the Department of Labor I was going to say was a humbug and a farce. I won't use those words, but I will go farther and say it is nothing but a political machine. I am no politician; at the present time business is my politics entirely, but both parties in power at the present time, both the Federal and the Provincial Government use that Labor Bureau entirely for party, and for nothing else. Not only have employees rights, but employers have also rights, and I have yet to find a case where this Department of Labor, which was organized with such a grand flourish of trumpets, has done anything for the employers. So far all their effort has been directed to do whatever they could for organized labor, and for what reason? Simply that they might secure votes. Agents are employed in every town in the Dominion almost by either the Federal Bureau of Labor or—

Mr. W. P. Gundy: I regret to rise, but I do so to a point of order. It was clearly understood we should keep apart from politics. I unite with this gentleman in the strongest terms in condemning the operations of the Bureau, both at Ottawa and here, but I think we can do so without impugning motives. I do not think we as an Association should be put on record as stating they are doing this, that or the other purely from political motives. I think that such words should be eliminated from our reports to-day. They will do us only harm, and I do not think that they strengthen our case; indeed, I think they weaken it.

Mr. E. Henderson: I don't wish to introduce politics at all, but simply say these labor bureaus are not fair; they ought not to be carried on in such a way that anyone can say they are carried on for political purposes.

The President: I think the point is well taken, and probably Mr. Henderson's intention is right, and in drifting aside a little to the motives he thus unintentionally did so, and the press may well leave that question out. We desire, as Mr. Gundy has stated, to keep politics entirely out of the Association. (Applause.)

Mr. E. Henderson: I do not wish it to be understood that I want to introduce politics, because I don't; I would be the last in the world to wish to introduce politics.

Mr. P. H. Burton: Will that be eliminated from the reports that are being taken down?

The President: The press say they will do it. (Paragraph 3, together with resolution contained therein, carried.)

ALIEN LABOR LAW

It was the earnest desire of your committee that the Alien Labor Law should be abrogated or amended during the present session of Parliament, and made to operate so that where the necessary supply of skilled workmen could not be obtained in Canada they might be brought in from the United States. This bill, we regret to say, was not viewed favorably by the House of Commons, although the necessities of the case were recognized.

(Paragraph 4 carried.)

UNION LABEL

Your committee was called upon to meet once again the arguments of organized labor towards securing the legalization of the Union Label. This device has been called by one of its leading advocates in the United States, where it was first introduced, the "Little Prince of Boycotters"; and had the bill which was introduced into the Canadian House of Commons this year to legalize the Union Label been made law, it would have practically resulted in giving organized labor control of the shop government in the factories of Canada. The bill was introduced into the Senate, and your committee were instrumental in having it thrown out."

(Paragraph 6 carried.)

PUTTEE BILL

A bill introduced by the Labor member of Parliament for Winnipeg provided for the appointment of arbitrators in any labor dispute upon the application of either party to the difference. This would undoubtedly have proved a continual menace to employers, and upon making representations to the Government no encouragement was given to the measure.

(Paragraph 7 carried.)

LOUGHEED BILL

The Association, through the committee, and with the co-operation of other organizations, gave its hearty support towards securing the passage of a bill introduced into the Senate by the Hon. Senator Loughheed to prohibit the foreign labor agitator from inciting Canadian workmen to strike. That such a measure is timely and necessary is abundantly proved by the report of the Royal Commission, which has recently made a close investigation of the serious labor conditions existing in the Province of British Columbia.

Your committee placed before the Senate at Ottawa specified instances showing that unjust and unreasonable strikes have occurred in Canada through the interference of walking delegates from the United States, resulting often in paralyzing industry for the time being, and proving nothing

short of a disaster to Canadian workmen.

This bill was carried through the Senate, and now awaits the consideration of the House of Commons, though it is scarcely probable that it will receive attention during the present session.

(Paragraph 8 was carried.)

BEIQUE BILL

Your committee have also been deeply interested in a measure introduced by Senator Beique providing for the protection of free labor during the progress of a strike. This bill has also passed the Senate, and if it becomes law will remove many of the disagreeable methods resorted to by the members of labor unions in exerting what has been in many cases tyranny over their fellow-workmen.

(Paragraph 9 carried.)

LATCHFORD BILL

In the Ontario Legislature a bill was introduced at the instigation of labor unions providing for the establishment of what was termed a "Board of Conciliation," with a leading labor official as one of its executive officers. Your committee acted promptly, and under strong pressure from our Ontario members the measure was withdrawn.

(Paragraph 10 was carried.)

INCORPORATION OF TRADES UNIONS

These are the most important labor measures which have received our attention, but before passing to another part of this report we desire to introduce a resolution upon a subject which has been ably referred to in the President's Annual Report, namely, the "Incorporation of Trades Unions."

It reads as follows:

That whereas organized labor bodies in Canada are not bound or controlled by the legal restrictions under which other organized companies or associations operate;

And whereas this condition is constantly taken advantage of by the most radical element composing labor organizations to the detriment of property, the destruction of mutual confidence between the fellow-citizens of this Dominion and the injury of the character of Canadian workingmen and their organizations;

Be it resolved, That this Association urge upon the Dominion Government the necessity of enforcing the incorporation of all trades unions and other such organizations whose objects and acts are calculated to affect, directly or indirectly, the industries or general business enterprises of the country in order that such organizations and the members thereof shall become amenable to the law, and assume responsibilities col-

lateral with the rights and privileges which they may possess."

(Paragraph 11 carried.)

Mr. F. G. Mason: I would suggest (in the second clause after the words, "And whereas this condition is constantly taken advantage of by the most," that the word "unscrupulous" be added.

The President.—I think it is sufficiently strong.

Mr. P. W. Ellis: We have among labor unions many men who are entitled to our respect; and I might say further, Mr. Chairman, that this Association has not been without experience in meeting, through its representatives the representatives of labor unions. And by what took place it was impressed upon us that the men who represented the labor unions were men equal in calibre to your own representatives; and further, they were men who showed us every desire to arrive at the truth and to act in the best interests of our country. You will be pleased to know we both agreed upon a common finding. It is the radical element we object to.

Mr. F. G. Mason: And that is what I refer to; and they are unscrupulous, and they are in the majority.

The President: The clause, however, is carried.

INFORMATION BUREAU

Your committee has recommended that an information bureau be established in connection with their work respecting labor disputes. For this purpose much valuable information has already been collected, and we would invite all members to report as fully as possible to the Secretary the cause and progress of any labor difficulties they have experienced.

The information will be received in confidence, and will be a source of strength to the Parliamentary Committee when legislation is being considered.

Other important measures dealt with are as follows:

(Paragraph 12 carried.)

CANADIAN PATENT ACT

Up to the 13th of last month the existing Canadian Patent Law provided that all patents held in Canada expired, and were, therefore, null and void on the expiry of any foreign patent on the same article or invention. This interpretation of the law rendered a very large percentage of patents held in Canada of no value, and your committee urged upon the Department of Agriculture the absolute necessity of having the law changed as speedily as possible, and making the measure retroactive in order that Canadian enterprise might receive due protection. This suggestion, with others of importance, were embodied in an

amendment to the Patent Act, which has now become law.

(Paragraph 13 carried.)

CANADIAN CONTRACT LAW

An important amendment to the Criminal Code has been introduced during the present session, making it a criminal offence for any manufacturer or dealer to sell his goods subject to a provision that his customers should not sell or deal in the products of any manufacturer in the same lines (excepting only the appointment of agents or sole agents).

Your committee recognized how serious might be the effects of this legislation, and yet how necessary in some few industries the need of some stringent law which will protect the rights of progressive Canadian industries against the domination of United States trusts and combines.

These facts were carefully placed before the Ministers at Ottawa. It was pointed out that, without minimizing the need for such legislation in such branches of industry as the Canadian tobacco trade, it would be detrimental to the welfare of the trading community, and to the general interests of the country, to have any law put into force which would interfere so seriously with honest and honorable arrangements which exist so universally in connection with the sale of products of Canadian factories at the present time.

The amendment was accordingly suggested that this law should operate only in those branches of industry where the conditions warrant its application.

Your committee believe that this view of the question will prevail, and have confidence that the Government will legislate according to the needs of the situation.

Mr. E. Henderson: Before that is passed may I ask the chairman for some information?

Mr. P. W. Ellis: I would be pleased to outline the subject matter as it appeared to the committee.

Mr. Henderson: Has this legislation been enacted? I understand it is ready for signature.

Mr. P. W. Ellis: Not yet: I believe not. The secretary and myself went to Ottawa, and discussed the matter very fully with the Minister of Finance and the Minister of Justice, and the difficulties were discussed from both sides. We wished to prevent a measure becoming law that would punish innocent parties. We have many members in our Association who would have been adversely affected had the amendment become law as it was drafted. There were other interests again that it seemed important that such an enactment should become law. We were not unwilling that the Minister of Justice should draft a law

that could be tried, and for that reason seeing that a commission had been appointed by the Government, and had taken evidence concerning certain transactions affecting the tobacco industry; and further, tobacco being a raw product of this country that we are endeavoring to encourage the production of, that we would be justified in having some such law applied to that particular industry, it would be a warning to others; and if it became necessary other industries might be added to the list.

Mr. E. Henderson: My reason for questioning the matter was I saw it stated in one of the leading trade papers of Canada that this enactment was law; I saw the statement made in this paper, which, I believe, is most reliable; I have always found it so.

Mr. P. W. Ellis: We have been in correspondence with the Minister of Justice, and there is a sincere desire on his part not to enact legislation which might be prejudicial to the members of this Association. I do not think the matter will be dealt with finally unless we have some direct word from the Minister. How is that, Mr. Secretary?

Mr. Younge: I think you are quite correct, Mr. Chairman. In addition to that we know from the reports of Hansard and the extracts from those reports which appear in the daily press, that this matter has not come up again in the House for reconsideration, and this will be necessary before the law can be passed.

Mr. E. Henderson: I am very glad to hear that. I am sorry for taking up so much time.

Mr. P. W. Ellis: I might add further, the leader of the Opposition also consented to assist the Government in enacting legislation which will meet the difficulty and which he believes is necessary in the interests of our producing industries.

Mr. J. M. Fortier: I can assure the gentleman making his report that he is perfectly correct. I am following it very closely, being the instigator of that resolution. It has passed two readings in the House now, but the third reading has not come up.

(Paragraph 14 carried.)

COMPULSORY INSPECTION OF HIDES

Your committee gave its hearty support towards securing the passage of a law providing for the compulsory inspection of hides in Canada, the object being to improve the quality of Canadian hides, and to insure against misrepresentation in purchasing. The bill has not yet become law, but we hope that it will in the near future.

Many other important Dominion matters received passing attention during the past year, such as insolvency law, the removal of inspection charges on

scales made in Canada for export, etc.

Mr. J. Ransford: Before this paragraph is passed I wish to call the attention of this meeting to the very great need there is at the present time of an insolvency law in this country. I did give the secretary a notice of motion that I was going to introduce to-morrow, but I see that it will come in far better in this clause, and I would ask the reader of this report if he would give his permission to have that clause slightly altered, and thereby the attention of the Government drawn to the very great need there is of an insolvency law.

The President: This report, which has already been passed by that committee, cannot be referred back very well, and for that reason, and as it is a review of the past year's work also, it would be better to have that come as a resolution.

(Paragraph 15 carried.)

ASSESSMENTS IN ONTARIO

A provincial measure which was one of the most important and successful features of the work of your committee was the question of assessment in Ontario. For some time this Association has advocated a revision of the present Assessment Law in this province, and the inauguration of a system which would encourage the establishment of manufacturing industries on a sound, permanent basis. A bill providing for this change has been introduced into the Ontario Legislature, and will, in all probability, become law at the next session. In the meantime, however, through the efforts of your committee and the hearty co-operation of the Toronto Branch, a regulation has been made whereby any exemptions on manufacturing plant and machinery now in force throughout the province will be continued until December 31, 1904. To show how important this regulation is, we have only to say that it means during the year to Toronto manufacturers alone a consideration of more than \$40,000.

(Paragraph 16 carried.)

Mr. Ellis read paragraph 17 as follows:

CONCLUSION

In closing this report your committee feel that they have carried during the present year a heavy responsibility. We have been so deeply impressed with its importance that we regard the Parliamentary Committee of this Association as an essential to the welfare of Canadian manufacturers.

If we have one recommendation to make it is that the importance of the work should be recognized by the Association and the members generally, and that sufficient funds should be placed at the disposal of the committee to enable them to secure all the legal assistance

necessary in order to have our interests carefully represented on such important questions as we are called upon to face from time to time.

During the course of the past year your chairman was obliged to be absent through one of the most interesting periods of the committee's work. His place was very ably filled by Mr. A. W. Thomas, to whom the special thanks of the Association are due for the admirable manner in which he led the committee in the emergency.

All of which is respectfully submitted.
P. W. ELLIS, R. J. YOUNGE,
Chairman. Secretary.

Mr. P. W. Ellis: I beg to move the adoption of the report as a whole.

Mr. E. Henderson: I have great pleas-

ure in seconding the adoption of this report, and in so doing I would say this is one of the most valuable reports ever presented to the Association, and I think that the thanks of this Association are due to the chairman and members of that committee; and I would further say as a member of the Association that if the only benefit we received in connection with this Association were the work and labors of that Parliamentary Committee we are amply repaid for any fee we have paid or anything that we may have done towards the Association. (Applause.)

The President: This report and Mr. Henderson's remarks only bear out what I said this morning, that you little know the time and work that is given by the members of these committees, and

this is one of the heavy committees of the Association, and its advantage to us we cannot estimate.

The President put the motion to adopt the report as a whole, which, on a vote having been taken, was declared carried.

The President: We will take up the report of the Special Labor Committee re the Labor Problem. The committee have asked our Secretary, Mr. Younge, to read this report.

Mr. Younge: Mr. President and Gentlemen,—This is the report of the Special Committee appointed at the annual meeting in 1902 to enquire into the whole question of labor organizations and their effects upon our manufacturing industries. The report is as follows:

REPORT OF SPECIAL COMMITTEE ON LABOR

The special committee appointed at annual meeting, 1902, "to enquire into the whole question of labor organizations and their effects on our manufacturing industries," reported as follows:—

Your Committee, in its consideration of this question, and presentation of this report, feels that it has undertaken to deal with the most serious question which confronts the manufacturers of Canada.

Many of the members of this Association, we are glad to say, have never experienced the bitterness of a strike. A smaller number have never had to meet labor difficulties of any kind. It is not the desire of your Committee to force upon these the consideration of this question.

It has been our aim simply to investigate the whole situation from an impartial standpoint; to place before this Association a brief statement of the facts as they are known to exist, and following this investigation, to point out a few guiding principles which may be of service in bringing about more happy conditions.

ORGANIZED LABOR

Any labor organization which, guided by reason, and through honorable means, seeks to improve the condition of the workingman and to perfect his skill and usefulness as a mechanic and citizen is performing a service which is not only legitimate but praiseworthy. We believe that there is a wide field of usefulness for labor organizations; that they have a definite and beneficial work to perform in the economic world.

There are labor organizations which are fulfilling their true and admirable purposes. All honor to these. They are a stimulus to trade and a blessing to the community. How vastly would the industrial life of Canada be changed were the work and influence of such organizations more of a factor in our present progress! What a sight to see Canadian employers and employees uniting hand in

hand for the good of trade, the defence of individual rights, and the material prosperity of both!

Why do these conditions not exist? We do not say that the whole cause of disorder and strife rests with labor unions, but, we are convinced, and we make the statement without fear of contradiction, that many labor unions in Canada, by departing from the true purpose of their existence, and by the almost universal introduction of methods which are both unjustifiable and dishonorable, are largely responsible for the serious labor difficulties which Canada is experiencing to-day.

We shall proceed to illustrate this by simple facts.

SHOP GOVERNMENT

No reasonable employer will refuse to discuss with his workmen the issues of shorter hours or higher wages. But the perverted province of labor unions extends far beyond these questions. Why should any body of men be permitted to

UNIONIZE THE SHOP

or factory of their employer? In every trade or community there are many who are opposed to unionism and who stand for freedom of contract. This is their right. Yet the demand of unionism is to compel a man to join their organization or leave the shop.

Why should organized labor be permitted to

LIMIT THE NUMBER OF APPRENTICES?

Young Canadians are every day prohibited from learning the trades for which they are naturally fitted.

Then again, why should organized labor be permitted to control and

LIMIT THE OUTPUT

of our factories? Labor unions in general refuse to work "by the piece" and the daily output in many lines notwithstanding

the introduction of labor saving machinery, is to-day, not more than two-thirds of what it was a few years ago. No man, nor any body of men have the right to retard so unreasonably the growth of our national trade and commerce.

BOYCOTT METHODS

Nor does the spirit of Unionism pause here. Three times has a bill been introduced into the Canadian Parliament to legalize in every trade a label which means the boycott of the goods manufactured by the free workingmen of Canada. To-day industrial progress is retarded and thousands of dollars lost because certain workingmen in Canada refuse to use or work upon the honest goods turned out by their free fellow workingmen who in the simple exercise of their rights may not be identified with certain labor organizations. And newspapers are published and permitted to be published in this country slandering as "unfair" certain manufacturers and their employees who have had the courage to assert and hold out for their individual rights as British Citizens.

SOCIAL WRONG

Further still even the innocent women and children of our land, the moment they leave the shelter of their homes, are branded with the vilest epithets and subjected to the meanest social injustices, because their relatives may not belong to some certain labor organization, which we are told is established to elevate the conditions of the workingmen of this country.

THE CAUSES

We may ask, what are the causes of such conditions as these?

In the first place, labor organizations in Canada are irresponsible bodies before the law. We quote from the May, 1903, issue of the "Railroad Employee," an official labor organ. Referring to the attitude of many labor unions, it says:

"It is a case of labor run riot, of "stand and deliver," little better than highway robbery. Agreements are made only to be broken; no guarantee is good over night; no promise is worth the breath used to make it. . . .

"It should be brought about that no organization should have any sort of recognition which can not, through its members, individually and collectively, enter into an agreement which, if broken, would make a financial loss to the parties at fault. Under such an understanding the mechanic with property or funds would not dare become an illegal aggressor with his fellows, for by so doing he would render himself personally liable.

"We say it, and say it positively, labor organizations must so regulate their affairs as to be able to enter into a proper legal agreement with their employers with stipulation of collectible damages in case of forfeiture. An employer is under contract that he dare not break; let the employee stand on equal footing.

"Such a business agreement will be better, far better, for all concerned. Under present status of affairs, a laboring man has no standing; he is merely a workman or mechanic. Under such an arrangement as we propose, he and his fellows become contracting parties, business men in short, with whom may be had proper and reasonable dealings.

"Welcome the day."

Another cause of these conditions exists in the encouragement given to labor unions and their methods by political parties. This is above all else to be regretted, that for fear of offending organized labor, and in order to secure patronage, politicians, entrusted with the welfare of the citizens of this country, are standing to-day as witnesses of these conditions, and instead of retaining a free hand to control the situation from an impartial standpoint, they are actually confiding to ardent and prejudiced labor leaders, positions of trust in the very Departments dealing with these matters. This is a very serious situation indeed and we feel that it has only to be understood by the people of this country to bring about a more equitable and just government of our industrial interests.

Again these conditions are due in a measure to the unhappy influence of United States labor officials and Associations over our Canadian Unions. We are informed by the Department of Labor that there are in Canada 1400 Labor unions of which they have cognizance and that 1275 of these are affiliated with alien organizations. Why is this? Does the Canadian workman require the assistance of his foreign competitor? Surely this is not the day of brute force.

Let us have reason; and the Canadian workingmen themselves can secure better terms from their employers than through the

medium of a foreign agitator or walking delegate.

CANADA PAYS THE PRICE

What is the actual effect of the evil upon Canada? A whole report might be made on this subject alone. Industries are paralyzed, contracts are broken, homes and families are broken up and thrown into poverty, and the mutual friendship and confidence which should be preserved between employer and employee, and also between employees themselves is inevitably destroyed.

A UNITED EFFORT

Your Committee are aware that there are many members of labor unions in Canada who do not approve of the methods adopted in some of their organizations, and who for their personal comfort and that of their families, are obliged to countenance much wrong that is being done.

We believe that this Association should call upon these, and upon all loyal Canadians to assist in removing the causes outlined in this report.

Let this be accomplished with the good of all in view, and prompted throughout by the kindest feelings for the workingmen of Canada.

In conclusion we beg to recommend to this Convention the adoption of the following principles:

DECLARATION OF PRINCIPLES

(1) The Canadian Manufacturers' Association is not opposed to organized labor as such, but is unalterably opposed to illegal acts of interference with the personal liberty of employer or employee.

(2) The Canadian Manufacturers' Association disapproves of strikes and lockouts and favors an equitable adjustment of all differences between employers and employees by any amicable method which will preserve the rights of both parties.

(3) No person should be refused employment in Canada, or in any way discriminated against on account of membership or non-membership in any labor organization, and there should be no interference with any employee who is not a member of a labor organization by members of such organization.

(4) With due regard to contracts, it is the right of the employee to leave his employment whenever he desires, and it is the right of the employer to discharge any employee when he see fit.

(5) Employers must be free to employ their work people at wages mutually satisfactory without interference or dictation on the part of individuals or organizations not directly parties to such contracts,

(6) Employers must be unmolested and unhampered in the management of their business in determining the amount and quality of their product, and in the use of any methods or systems of factory management which are just and equitable.

(7) In the interest of employees and employers of the country, no limitation should be placed upon the opportunities of any person to learn any trade to which he or she may be adapted.

(8) The Canadian Manufacturers' Association believes that Canadian labor unions should be incorporated national organizations, governed by Canadian officials and free from foreign control.

All of which is respectfully submitted.

DISCUSSION

Mr. Murray: Mr. Chairman, I beg to move the adoption of the report.

Mr. J. O. Thorn: Mr. President. and Gentlemen,—I have much pleasure in seconding the adoption of that report, and in doing so I wish to make a few remarks. I question very much if any one realizes what a serious matter this labor question is except those who have had some experience in connection with the unreasonable demands that are sometimes made, and I would like for the sake of illustration to mention a case of our own. We have been in business in Toronto something over eighteen years. During that time we have never had any difficulties of any kind with labor unions or with any of our work people until about twelve months ago, when a labor union was formed in a portion of our factory, and a demand came from the union that we must sign an agreement which would put it in the power of that union to compel us to discharge two or three men who had not seen fit to join the union, and who had been in our employ for many years, were first-class workmen, getting the highest rate of pay going; there was no dispute as to the hours, wages or other conditions—there never has been. We were told we must sign that condition; that we must kick those men into the street or club them into the union; and when we refused to do that we were plainly told: Very well; we will ruin your business; we will boycott your goods. That has been going on, and our goods have been boycotted in this city for over twelve months, and we are unable and have been unable to sell a dollar's worth of goods in the city of Toronto during that time because the union men will not put them on. If we can get non-union men to put them on, all right. We have entered an action against that union in the court, and that case is on in the Assizes now. They at once take the ground, of course, that they are in no way responsible. I think it goes very clearly to show the necessity of having unions made responsible, and having them so that when an agreement is made it will be binding on both parties. We have no objections to make an agreement with any one if it is going to bind both of us, but we have a decided objection to making an agreement

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have been the vilest remarks passed on
some very innocent people, girls and
boys. I am a witness to that. This is
confined to our reports. Let it pass as
it is, and in future we hope we shall
never make any such report.

The President: This report goes forth
to the world as our opinion.

Mr. J. O. Thorn: I second Mr.
Gundy's amendment.

The President put the amendment,
which, on a vote having been taken, was
declared lost.

Mr. P. H. Burton: Might I add a word
on quite another point from what Mr.
Thorn has said from the difficulties he
has had. Is there any movement among
any of the committees looking towards
the time when through the increased
revenue that we expect to get we shall
be able to help any member of the Asso-
ciation in a legal fight with his em-
ployees where such a principle as Mr.
Thorn has mentioned should be in-
volved? It hardly seems fair that in a
legal fight of this kind, in which the in-
terests of every manufacturer is really
concerned, that the expense should be
thrown upon one firm. (Hear, hear.)
If we could devise some way whereby a
thing of that kind should be taken up by
the Association we should all benefit by
it, and there would be more chance of
these things being fought out in the
court.

The President: Up to the present
time the policy of the Association has
been not to take up, as an association,
work of that kind. I question whether
the time is opportune for introducing
work of that kind as yet. If it becomes
necessary later we might take it up, but
I believe there is another organization
existing in Canada that has some such
work as that in hand, and I do not think
it would be wise to combine the two or-
ganizations. I think we had better keep
our Association as it is to-day, free from
all entanglements, and press our work
along the lines we have been doing.
(Hear, hear.)

The Secretary read the clause of the
report re Politicians, containing the
words to which Mr. McGill previously
referred to as being objectionable.

Mr. McGill: While that is very true, we
voted a similar resolution down about
half an hour ago.

The President: I think Mr. McGill's
point is, perhaps, well taken. Up to a cer-
tain point this is all right. Politicians on
both sides of politics are doing this thing
regularly, day by day, week by week.
The latter part of the clause, it seems to
me, refers more particularly to the Gov-
ernment in power at the present time,
and we might, perhaps, modify that in
some way that would avoid that and yet
convey what we mean.

Mr. J. Fortier: I don't see any politics

in that, because it is really a statement
of facts. I think it was a blunder on the
part of the Government.

Mr. J. R. Barber: That resolution, I
think, is condemning the present Gov-
ernment for what they have done in re-
gard to labor.

Mr. P. W. Ellis: I think the Govern-
ment will welcome a frank statement on
our part, because so much pressure is
brought to bear upon them by organized
labor as though they were the only in-
terest in this country that should be con-
sidered. By stating our views we
strengthen the hands of the Government
to resist their insistent demands and
justify the reply that we charge them
with being too partial to them, and that
they have a right to consider the em-
ployer also. (Hear, hear.)

The President: We might by adding
one word there in the resolution alter it
to some extent. I suggest we add there
the words, "both political parties."

Mr. J. R. Barber: I don't think you
can put in plainer words the condemna-
tion of the Postmaster-General, who
occupies also the position of Minister
of Labor, than you have it in that reso-
lution.

Mr. P. H. Burton: If the cap fits, let
whoever the cap fits wear it.

Mr. J. R. Barber: It is not a question
of who the cap fits; it is a question of
what is the best policy for us at the pre-
sent time.

The President: We are speaking of the
methods employed by both political
parties.

Mr. F. A. Ritchie: In place of the
word "both" you might leave it out
altogether, or use the word "all."

The President: Do you move that, Mr.
Ritchie?

Mr. Ritchie: Yes, I will move that.

Mr. Ransford: I second it.

Mr. W. B. Rogers: I move in amend-
ment that the clause be referred back for
further consideration.

Mr. G. B. Meadows: I second the
amendment.

Mr. Ritchie: I beg leave to change
that amendment, with the consent of my
seconder, to "politicians." We wish to
make it as general as possible.

Mr. Ransford: I am agreeable to that.

Mr. Meadows: That meets my view,
and if the mover of the amendment
which I seconded will withdraw the
amendment I will support Mr. Ritchie's
amendment.

The President stated the amendment
to the amendment, and then stated the
amendment.

Mr. Rogers: I do not feel like with-
drawing my amendment. I think that is
a direct slap at the Postmaster-General,
and I feel we should not take that posi-
tion here in this Association. I have
heard the press state when they went

down to Ottawa that members on the other side of the House sneaked out of the House whenever any bill came up affecting the labor interests, so that I think both parties are equally at fault in regard to matters of that kind. At the same time I think it would be a mistake to antagonize the Government, as we would by that resolution.

The President put the amendment to the amendment to refer back the clause in question, which, on a vote having been taken, was declared lost. He then put the amendment to substitute the word, "politicians," which, on a vote having been taken, was declared carried.

On motion, the report as a whole as amended was adopted.

Mr. J. McGill: I think in adopting that report the thanks of the Association are due to the members of that committee for the able manner in which they have presented that report and the amount of work they must have incurred in obtaining all the necessary information. I have much pleasure in moving a vote of thanks to the committee.

Mr. F. J. Ritchie: I have much pleasure in seconding that.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: I have a great deal of pleasure in conveying to that committee

the thanks of the members of the Association for their work in bringing forward so strong and useful a report, and particularly the declaration of principles at the end of that report, which are worthy of consideration and adoption, I think, by every manufacturer in Canada.

Mr. J. P. Murray: The principal work on that committee was done by the Secretary, and he is the man who deserves the greatest praise for it. (Applause.)

Mr. W. B. Rogers: Has any provision been made for the printing of this report?

The President: It will be printed in Industrial Canada as part of the proceedings of the meeting.

Is it your wish to go on with the business? It is now a quarter past five. We have some amendments to the constitution to take up, and we have other reports to take up to-morrow morning which will consume our time. Shall we go on?

(Voices: Go on.)

The President: You have a very important matter to discuss, the question of fees for the coming year. I think we ought to have a full convention while we are discussing that.

Mr. J. O. Thorn: I think that had better be left over till there is a larger attendance.

Mr. P. W. Ellis: I think that matter will require such a full expression of opinion that it had better be left over until to-morrow morning. It is now nearly a quarter past five, and the members wish to attend "the play" this evening. I think we had better not enter upon any lengthy subject.

Mr. J. O. Thorn moved, duly seconded, that the Convention adjourn. Carried.

Mr. Younge made announcements as to the theatre, and also requested as a special favor that all delegates who expected to attend the banquet on Friday evening would notify the Secretary's office not later than that evening; also that the ballot on the election of Ontario representatives to the Executive Council would be deposited Friday in the Secretary's office, across the hall—one member, one vote, and that everybody was expected to use their privilege in this matter.

At 5.15 o'clock p.m. the Convention adjourned to Friday, the 18th instant, at 9.30 o'clock a.m.

On Thursday evening, following the announcement on the programme, a large representation of the Association attended the Princess Theatre to witness the presentation of "Mr. Pickwick" by Mr. De Wolf Hopper.

THIRD BUSINESS SESSION

Friday, Sept. 18th.

The President in the chair, at 9.45 o'clock a.m., called the Convention to order, and said: Gentlemen, we are be-

yond the time for starting; we have been waiting for more of the members to come in, but they are not here, and we cannot wait any longer. We will take

the Secretary's report as the first item this morning.

Mr. Younge presented the Secretary's report, which is as follows:

REPORT OF THE SECRETARY

IT affords the Secretary much pleasure to meet the members of the Association at the close of another year—a year which has been not only the busiest, but one of the most prosperous in our history.

GROWTH

It has been a year of outward growth and internal development. Our membership has continued steadily to increase. In 1899 we reported 132, in 1900, 342; in 1901, 820; in 1902, 1,017; and this year 1,272 members.

The number of meetings held at the Head Office has been by fifty per cent. the greatest in our history, numbering one hundred and fifty-eight.

The financial standing of the Association has been vastly improved, and for the first time in some years, we present a statement showing a surplus.

Fourteen meetings of the Executive Council have been held, all of which have been well attended.

Each of the Standing Committees has met regularly and dealt with the problems submitted to their consideration.

The office staff has been increased by the addition of a special assistant, to care particularly for the interests of INDUSTRIAL CANADA.

A Trade Index has been published, embodying many improvements upon the last issue, and will, we have no doubt, be an excellent advertisement for our members, and a splendid stimulus to Canada's export trade.

INDUSTRIAL CANADA has not only grown to be self-supporting from a financial standpoint, but is recognized as an authority on the discussion of trade questions, and the publication of manufacturing news.

Seventeen hundred and eighty trade enquiries have been issued during the year to the members of the Association many of which, we believe, have been fruitful results.

A DEEP INTEREST

All these are indications of growth and activity. But what I desire to refer to as deserving of the highest appreciation is the invaluable services rendered by the other

officers and the chairmen and members of the various committees. Your President and Secretary have had the mutual disadvantage throughout the year of being separated from each other by distance, but I wish to bear testimony to the deep interest taken and the constant attention given to the work by the chief officers of the Association. The chairmen of the standing committees, who were in every case ably supported by the members of those committees, are deserving of the thanks of every manufacturer in Canada for the untiring devotion which they have shown in the discharge of their duties.

It is only right that you should know that of the committee meetings of the Association (not including Branch meetings, Mr. J. P. Murray has attended 46, Mr. Geo. Booth, 40; Mr. W. K. George 36; Mr. Thos. Roden, 31; Mr. J. O. Thorn, 28; Mr. T. A. Russell, 27; Mr. P. W. Ellis, 24; Mr. Geo. H. Hees, 21; Mr. A. W. Thomas, 20; Mr. W. K. McNaught and S. M. Wickett, 18 each; Mr. C. N. C. ndee,

16; Mr. J. C. Maclean and Mr. Wm. Stone, 12 each; Messrs. W. P. Gundy, F. B. Polson and J. F. Ellis, 11 each; Messrs. L. V. Dusseau, W. B. Tindall and Frederic Nicholls, 10 each; and Messrs. T. H. Smallman, J. M. Taylor, J. H. Paterson and G. P. Breckon, 9 each, &c., &c.

So long as such men are willing to sacrifice their time and services in the interests of the Association, the high value of its work is assured and the duties of its Secretary become a pleasure.

The progress and actual results of the work performed in each department have been so completely reviewed in the reports of the various committees, that I feel it quite unnecessary to dwell upon these.

OUR PRESENT NEEDS

I wish to say one word, however, with regard to our facilities for enhancing the value of the Association to our members.

Our possibilities for usefulness are bounded only by our limited revenue. Our present satisfactory financial standing is due only to the unceasing care of our devoted Treasurer and the excellent management of a capable Finance Committee. There are splendid opportunities, however, facing us, and many of these resolve themselves into absolute necessities if our work is to advance. The services of a transportation expert are now almost imperative. The assistance of the most efficient legal counsel is an essential if our interests are to be properly guarded, for we must meet on many important questions the highest legal authorities which can be secured.

We need larger offices. We may soon require further additions to the staff at the Head Office, and in every one of our branches the call is for increased funds to carry on the work.

I feel that this need has only to be made known to our members to ensure their active co-operation. The Association has in view one object only, the good of all its members, and so long as its officers and committees are willing to sacrifice their time and energies, they should receive to such a reasonable request the hearty response of every member.

FAITH IN THE FUTURE

So far as the great issues which are occupying our attention are concerned, we have nothing to fear. We are standing on every issue for Canadian progress. Politics have no place in our deliberations. Our sincerity and zeal must finally win. But we must have, throughout, the support of our members from the Atlantic to the Pacific.

I cannot close this report without testifying to the Association of the splendid services rendered during the past year by every member of my staff, including the secretaries of all the Branches. They have placed the interests of the Association above everything else, and much of our success is due to their faithfulness and energy.

I need not say that our duties are arduous, and the volume of our work is stupendous. But the burden has been lightened by the unfailing support which has been given me. All of which respectfully submitted.

R. J. YOUNGE,

Secretary.

The President: Gentlemen, you have heard the report of the Secretary I am sure with a great deal of interest referring to the work and growth of the organization. It has been marvellous what has been accomplished in the Association in the last three or four years, and it has been due to the officers, to the secretaries that we have had, and to the Executive and chairmen of the committees, who have taken so much interest and devoted so much time to the work. I am sure this report will meet with your hearty approval, and I will ask for that approval now.

The report of the Secretary was carried amid applause.

Mr. J. P. Murray: Mr. President, may I just make a remark in reference to the duties of the secretaries. I do not think, sir, that the Association as a whole knows the amount of devotion the Secretary, Mr. Younge, and his assistants in the office have given to the Association. I have known, and I am sure the others that are close to the Association, such as Mr. George, Mr. McNaught and others, that are frequently in the office of the Association, will bear me out when I say the secretaries have given up a great deal of their own personal time to the work of the Association. Their time has been given with a heartiness and a spirit of self-abnegation, if I can use those words, towards the interests of the Association that is deserving of the highest encomiums of praise from the whole Association. I hope it will be properly recognized when the time comes.

Mr. A. Saunders: I am very sure that Mr. Murray, speaking for the manufacturers of Toronto in close touch with the Secretary, fully appreciates the services that have been rendered, but I, as a manufacturer outside of the city, wish to express my gratification at the confidence with which the Secretary replied to my enquiries; and further, the kindness they have done in sending me enquiries for foreign trade, which, had I taken advantage of, would result in benefit to myself. I wish to thank the Secretary and his staff for their unfailing courtesy. I wish to refer to the trade index. I might say in my advertising I find that more enquiries from foreign countries come mentioning the trade index, seeing my ad. there, than any other paper I have ever advertised in. I want to testify to the excellence of that production.

Mr. G. E. Drummond: If I would say a word for Montreal, and also give to the members my own experience as your Vice-President with regard to the Secretaries and the work they are doing, I would just say this, that during the past year there has hardly been a morning that I have not found among my mail letters from Mr. Younge, our Secretary, or some of his assistants in Toronto. Wherever your interests were threatened in any way, or seemed to be threatened, and Montreal should co-operate with Toronto, your Secretaries were on deck; they were your watch dogs, and they have done most efficient service in that way in guarding your interests. We cannot value the services of such loyal men too highly, and we have got to see them treated rightly. They are men of capacity, and we have to see that our secretaries are treated rightly in the matter of salaries, and that we equip their offices and give them the money that is necessary to carry on the work we are doing as an Association; that work is very necessary to do, we all know that; and I wanted to say with regard to these gentlemen, I have never in my business experience known men more faithful than the secretaries. I include with them our Secretary in Montreal. I feel sure the men of Canada will stand by anything that our men think necessary to keep the Association fairly efficient in any branch. You cannot spend your money in any better way to guard your interests, and you know they need to be guarded day and night under the present conditions of trade and competition. I want just to say that for the secretaries that they have been most faithful, and deserve well from every one of us. (Applause.)

The President: We will take next amendments to the constitution and by-laws of our Association, which were left over from yesterday. I will ask the Secretary to read the first amendment. We will take them one by one and deal with them as we go along.

Mr. Younge: Gentlemen, while the meeting is settling down I would just like to announce that the ballots for the Ontario representatives to the Executive Council may be deposited at any time before 12 o'clock to-day in the Secretary's office across the hall. We hope that the ballots will be handed in promptly, so that the result of the election may be made known. Any one who has not a ballot paper may secure one at the Secretary's office.

The following notices for amendments to the by-laws have been duly received:

AMENDMENT 1

(1) A change in the reading of the clause, "Active members," introducing the words, "or individual members of

firms or corporations," to be inserted after the word "corporations." I shall read the clause as it stands amended: "Active membership in the Association shall be open to individuals, firms and corporations, or individual members or firms or corporations actively engaged as manufacturers in the Dominion of Canada." The reason for that change is to make it beyond the question of a doubt as to our legality in taking in individual members of various firms, aside from the firm name itself. For instance, if the Canada Screw Company wished to secure membership in this Association they would come in under the regularly appointed fee; if they desire two members, they might take out a second membership in the name of one of the partners of the firm, a representative of their firm they may name, to be whomsoever they wished, or if they desired two members. We simply want to make it possible for an individual member of the firm to be eligible for membership as well as the firm itself.

Mr. J. Fortier: In this present case the second member of the same firm would have the right of voting, so that that firm would have two votes in the Association.

The President: Two votes.

(Amendment No. 1 was declared carried.)

AMENDMENT 2

Amendment No. 2. A new clause to be inserted as follows:

"4. The chairman of the various standing committees shall be constituted each year for the special work of the annual meeting a Committee on Resolutions and Nominations."

Mr. Younge: I may say, gentlemen, that this suggestion has been put into practice this year, and it has been found to be not only a necessity, but it has been found to be a very admirable suggestion.

Mr. G. Booth: Didn't we add some one to the number?

Mr. Younge: I think that is a good suggestion.

Mr. J. P. Murray: I rather would take exception to a committee of this kind to add to its numbers; I think the chairmen of the standing committees should be the fundamental committee without having power to add to the numbers. Any person that has a resolution to put before that committee I should think would have it there in time, but I think the chairmen of the standing committees would be quite a large enough committee for such a purpose as that, as that committee if made larger might delay resolutions coming before the Association.

The President: There is just this one advantage. It occurs to me, in having the power to add one or two to the numbers, the chairmen of the Executive Committees are usually, and must of

necessity, be local or nearly local in Toronto, and the power to add to the numbers would give wider representation, which I think is wise. I think it should be confined within certain limits, say three or five.

Mr. J. P. Murray: I would not mind that.

Mr. J. O. Thorn: I presume it is clearly understood that the passing of this clause will not in any way interfere with the right of individual members to make nominations as heretofore.

The President: If we have a standing committee for this purpose, I don't know why we should add to it; it does not necessarily interfere.

Mr. Younge: Then it is suggested that this committee shall have power to add to its numbers

Mr. W. B. Tindall: I think that that is a desirable thing to do. I agree entirely with what our President has said, that the various chairmen of the standing committees are necessarily more or less local in their character, and by having some one outside of them you have wider representation, both of localities and the different interests; and there might be times when there might be one specially posted. It seems to me if you limited that committee to five it would make it work better.

Mr. Drummond: Would it not be entirely in the hands of the chairmen themselves that constitute the committee? It is not at all likely they would make the number so large as to kill their own decisions.

The President: With that understanding is it your pleasure that the amendment be carried. (Amendment No. 2 carried.)

AMENDMENT 3

(3) Nomination and election of officers and committees.

(a) Paragraph 3. The words, "or trade sections organized" to be omitted.

(b) Paragraph 4. To be replaced by the following:

"The chairmen of the various Trade Sections shall represent their respective sections on the Executive Council. Should the chairman already occupy a place on the Council, the Section shall nominate another representative."

Mr. Younge: Referring to sub-section (a), this omission is simply asked for because the Constitution repeats itself in that one particular. The section referred to reads as follows: "Wherever local branches are formed or trade sections organized, these shall have the privilege of officially nominating representatives to the Executive Council, the number of such nominations being one for each fifteen members of the branch or trade section organized."

The omission of the words, "or trade sections organized," will make the whole

quite clear without any unnecessary repetition.

With reference to sub-section (b), paragraph 4, this facilitates matters, and constitutes the Executive Council a fully organized body at its first meeting in the year. (Amendment 3 carried.)

AMENDMENT 4

Mr. R. J. Younge: With reference to Amendment No. 4, Dues and Privileges, the present clause reads as follows: "The fee for each active member shall be \$10 per annum. The first payment shall become due on his election, and each subsequent payment shall become due on the first day of August." The amendment suggested is as follows: "The annual membership fee in this Association shall be for members employing under one hundred employees, \$10; for members employing one hundred or more employees, \$25; for each additional member, after the first, from any firm, \$10. The first payment shall become due on the election of a member, and each subsequent payment twelve months thereafter."

Mr. J. Ransford: I would like to move an amendment to that or suggest a change. In company, I suppose, with a great many other members of this Association I was very much struck yesterday with the value—the immense value—to every member of this Association of the work that is being done by it; and when I thought of the benefit that I alone was deriving from that payment of \$10 I came to the conclusion it was about the best spent \$10 that I had spent in the past twelve months. (Applause.) I consider that that report of the Parliamentary Committee given by Mr. Ellis and the work done by that committee alone is worth \$25 to every member of this Association. (Hear, hear.) We have heard from our officials this morning that they will be or are in need of more funds to carry on this work. I don't think it requires any labored discussion to prove the truth of that remark. They must want money. These are days of activity and organization, and without we remain active and without we watch our interests we shall be like the man who dropped behind in the procession, we shall simply be trampled down; and the only way to do is to keep up with the procession, and we cannot do that without we employ the very best talent and very best material, and there should in point of fact be nothing too good for the Manufacturers' Association of Canada.

With the view of providing funds so that we may have the very best possible service to protect and further our interests I will propose that the fee for new membership remain as it is at \$10, but for people who are in the Association and who know the value that they are receiving for their money, and who will

therefore be willing to pay it, I would propose that where this clause reads \$10 that the figures \$15 be substituted, and where the figures \$25 are in this clause the figures \$30 be substituted, and that every member pay that fee now to-day, and with any new members the fee be left at \$10, but after the first year, having seen the advantages that he is enjoying for his money, his fee at the end of the first year then becomes \$15, the same as the members to-day. If I can get anybody to second it I will move that in the form of an amendment.

Mr. J. O. Thorn: I would like to point out that this recommendation received very careful consideration indeed at the hands of the special committee appointed for the purpose of looking into the whole question, and a circular was sent out consulting every member of the Association as to his views. This recommendation also met with the unanimous approval of the Executive Council, and I think it will answer every purpose. I am sure we quite appreciate Mr. Ransford's good intention, but I think it would be unwise to alter in any way this recommendation after the approval it has received at the hands of the Executive, and those who have so very carefully considered the whole question.

Mr. R. Munro: I do not rise to second Mr. Ransford's amendment. Perhaps I might speak to the original motion unless you wished it seconded first. Since Mr. Thorn has broken the ice I venture to say that having noticed the additions to our membership from time to time, especially in Montreal, I find that there are some concerns that could not very well afford, perhaps, to pay more than \$10. They are not all wealthy corporations; there are some plodding concerns whom we wish to have in our ranks, and who ought to have the benefit of our counsels, and they consider a \$10 fee quite sufficient for some time. I am sure we all appreciate Mr. Ransford's suggestion, but I believe we will find our membership stronger, and the Association more popular with the smaller manufacturers by keeping the fee as low as possible. In regard to the essential amendment, I find the recommendation made that the fee to manufacturers employing over one hundred employees should be \$25. We have spoken of our secretaries, of the work they have done and are doing, and we cannot expect that this Association can continue to grow on a strong foundation unless we burden our working basis. This burdening has been suggested in the various reports, notably in that to which Mr. Ransford has referred, that presented by Mr. Ellis; and I have no doubt if the membership come to appreciate the value of

a transportation expert that that department will be one of great importance. I think in one or two years the transportation expert's office will be as full as the general office to-day. I believe that all our claims and adjustments of rates coming through that office would be of immense benefit to us, and in a few years you will find there would be a valuable staff. It may be it is not fair to burden the Association with that cost and the time may come when that office may charge a commission in addition to our fees for special services rendered. That is in the future. In the meantime, the Executive fee at \$25 is a sufficient fee to carry on the work to better advantage. The matter of the Parliamentary Committee's work at Ottawa requires more money, and altogether it appears we are burdening and strengthening the basis of our Association by confirming the amendment that has been put before us that the membership fee for factories of over one hundred should be \$25. I have much pleasure in supporting the amendment as read.

Mr. P. H. Burton: I don't know whether Mr. Ransford noticed one thing. At present the fee is only \$10 for any company, and it allows, I think, an almost unlimited number of members of that company to have the privileges of the Association. Now each member in the company would have to pay \$10, the additional fee.

Mr. W. K. George: I think Mr. Burton is rather mistaken in his idea in that respect. The present fee of \$10 admits a firm and one representative from that firm only. We have a number of firms now with two members in the Association, but each of them are paying an additional fee. I agree with what Mr. Thorn has told you, that this question has been very thoroughly considered by the special committee appointed for the purpose of doing that work; it has also, as he says, come before the Executive, and has received its consideration and sanction. We agree with what Mr. Ransford has said in his idea that we are getting the best value for our money out of our membership in the Association that any money was ever invested in, and I am satisfied that the vast majority of the members in this Association would think so, if they had any conception of the work that is being done for them, but unfortunately a great many of them do not and cannot appreciate what is being done, because they do not come in touch with the active work of the Association, they do not attend our annual meetings, and I am afraid that some of them do not read *Industrial Canada* as thoroughly as they should in order to become informed as to the benefits of the Association. It

is in order to hold those men in our Association, and have their moral support, and as they grow in importance and size, add to the strength of our organization, that we have felt it advisable to retain the fee at as low a figure as is consistent with the work we are endeavoring to do. As the Secretary has told you the field of our work is at present only limited by the resources which are at our disposal. You have heard from the reports read to you yesterday of what the Parliamentary Committee deems it necessary they should have and should be able to do in order to look after the work of conserving our interests both at Ottawa and at the other points where local governments are established. Also, as Mr. Munro has again reminded you, the Transportation Committee feel that a transportation expert, one who can discuss the question from long experience, having knowledge of what the difficulties are that the railroad people themselves have to contend against, and can advise us wherein our claims are just, fair, and equitable, is of prime necessity to our organization. I think that every one of the members of the Association who come in contact with the work of the Association, regards the present fee as a mere bagatelle. I don't think if we were starting out to organize an association now, we would ever consider starting with a fee as low as \$10. However, as Mr. Munro has also reminded you, there are a number of men who look on \$10 as a sum that is of some importance, and it is in order to retain those within the ranks of our Association that we have decided to make the recommendation that for every firm employing less than one hundred hands the fee shall be \$10, and over that twenty-five dollars. If we find in the future that is not sufficient we will come back to you with another recommendation to raise the fees further, and I am sure we will receive the same hearty support that we expect to receive from you all now. (Applause).

Mr. G. Booth: I trust Mr. Ransford will not press his resolution because from past experience I am perfectly satisfied if we increase the general fee to more than \$10, we will lose a large number of our members. It may be possible, and it is no doubt possible there are a large number that do not receive the benefit from it that some of the larger institutions do. They pay their fee because they are in sympathy with the movement, and they are quite willing to do anything they can to assist. That we want more money goes without saying. The estimate I have made for carrying on our work just on the same basis as we have done before without any further aggressive move-

ment, or transportation, or legal counsel takes more money than we can count upon for the present year, and I, therefore, trust the Association will carry this amendment just as it is, and not try to alter it. I am satisfied from the thought that has been given it and the number of meetings attended, that they have come to the conclusion it is best for the Association.

Mr. W. K. McNaught: While I agree with the amendment in regard to the amount of the fee, I have been requested by the section to which I belong to bring forward an amendment to this in one respect, and that is that the firms who pay the increased fee of \$25 should have one extra representative included in that amount, and for all representatives beyond that they should pay the \$10. I don't know whether that meets with the view of the members, but our section thought it would be in the interests of the Association to have it that way.

Mr. J. McGill: Might I ask if the Treasurer has estimated how many members will come in under the \$25 fee.

Mr. G. Booth: I can tell you we have, sir, and we have come to the conclusion that we will get the most money by adopting the course we have presented to the Association to-day.

Mr. J. McGill: I rather thought that that amendment might be altered, and instead of saying under one hundred employees, let it be under fifty employees, and any one employing over fifty work-people should pay the \$25. I don't consider any manufacturing concern employing over fifty employees could come under the heading of those manufacturers to which Mr. Munro referred. That was the reason of my question. (Hear, hear).

Mr. F. Braidwood: I think it would be much better if we decided on say \$15 as the fee, and if a firm required two members, the second man might pay \$10, but I think a uniform fee of \$15 all over would be much better than having a kind of aristocratic section that paid \$25. I don't like it. I would move that \$15 be the standard fee of the Association for the first member and if a second was admitted or a third from any firm he should be allowed to enter at \$10; and

that we allow the larger firms to pay any moneys they like; if they wanted to give more money they have only to increase the number of members.

Mr. G. H. Hees: I have pleasure in seconding Mr. McNaught's amendment. It seems eminently fair if a firm is large enough to have to pay that fee they should be important enough to have two representatives.

Mr. J. F. Ellis: I have not heard the explanation of what one hundred employees means. Do you mean your travellers and salesmen, as well as your skilled labor?

The President: Yes, whatever is included under the word employee, whether traveller or salesman, or workman or what.

Mr. Braidwood: Or agent.

The President: No.

Mr. J. F. Ellis: I believe this amendment has had the very careful consideration of the Committee, and I will hope that we endorse it just as it is.

Mr. J. Hewton: In reference to this, as circulars were sent out to the members of the Association, and they have carefully gone over this matter, I think the recommendation that has been put here would be the most sensible one for us to adopt. They have spent a great deal of time already in going over this matter, and they think that that form of raising money will put them on Easy Street in a financial condition. I think the best thing would be for this meeting to adopt the amendment.

The President: This matter did receive very careful consideration at the hands of the special committee, and of the executive meeting, and as Mr. Munro, and our friend, Mr. George, pointed out, we have a number of members who are small manufacturers, employing comparatively few men, and some of them struggling somewhat for an existence, and it was thought wise not to put the fee to a point that would reduce our membership. It is not altogether money we want; we want the membership to be large; we want our influence to extend among as many people as possible in this Dominion. I think while Mr. Braidwood's idea is all right in some respects, it would be unwise for us to raise that membership fee

beyond the figure already named of \$10. Let us try it as recommended by the Committee now, let us give it a year of trial, and if it is found necessary let us come back later and change it. I think it would be unwise to go too fast in the matter. If you will allow me to say these few words, the consideration has been so careful and thorough—more so than we can give it in the time at our disposal to-day. I think it would be wise to accept the proposal of the Committee.

The question was called for.

The President put the amendment that \$25 shall include two members instead of one only, which on a vote having been taken was declared lost. The original motion to adopt was then put and carried.

AMENDMENT 5

Amendment No. 5 Resignations. The last sentence beginning "Resignations" to be omitted.

Mr. Younge: Your Committee regard this as unnecessary now, owing to the fact that while the Association year does end at the 31st of July every year, it has been made possible for members to join at any time during the current year and to have their fee paid up till 12 months from the time they join the Association, so that it is not necessary for that resignation to be in the hands of the Executive Council by August 1st in order to relieve payment of dues for the next year, and we simply ask to have it omitted.

(Amendment 5 carried.)

The President called for the report of the Tariff Committee.

Mr. W. K. McNaught on rising to present the Report of the Tariff Committee was greeted with applause.

The President: Is it your pleasure that Mr. McNaught read the report through to the Recommendations and then discuss it clause by clause? There is nothing in the first part of it that will require discussion.

Mr. McNaught: The Recommendations are the summing up of the report. You can take the debate on that.

Assent being given, it was so ordered.

Mr. McNaught read the report as follows:

REPORT OF TARIFF COMMITTEE

YOUR Tariff Committee begs to submit the following report:

The past year has been an unusually active one. Seldom in the history of the Association has such a widespread interest been manifested amongst its members with regard to tariff changes.

At the last annual meeting a strong resolution was passed setting forth the

necessity of a general revision of the tariff, and urging immediate action on the part of the Government.

INVESTIGATION

Following this, and with a general revision in view, your Committee undertook to investigate the conditions existing in all Canadian manufacturing industries, and twenty-six committees,

composed of prominent manufacturers in the respective branches of manufacturing, were appointed to secure the information required. These Committees met with satisfactory results, thirty meetings being held. The various classes of manufacturers who were dependent on one another met together for the purpose of reconciling any differences which

existed, and with the exception of two branches of industry the Committees completed their work.

At a general meeting of the Association, held in this city on March 12th last to deal with this particular question, it was decided to send to Ottawa a joint representative Committee, who should urge upon the Government personally the necessity of immediate revision, and offer to them for such purpose the results of the investigations made. This deputation waited upon the Government on March 19th last and stated the case in a strong memorial, supported by special requests from the various representatives. No promise of revision being made by the Government, the results of the investigations were withheld.

GOVERNMENT ACTION

Your Committee desires to express its keen regret that while many circumstances tended to exclude a general tariff revision during the present session of Parliament, the Government did not see fit to assist more of those industries which are suffering under the existing conditions.

While the Government have recognized the pressing needs of certain industries by the granting of bounties, your Committee desires to express its disapproval of the bounty system except in very special cases. We are of the opinion that a bounty system, as applied in Canada, can only be a temporary stimulant, and unless it leads up to permanent protection, tends to instability, and is liable to be followed by reactions which may eventually retard the development and progress of manufacturing industries.

GERMAN SURTAX

Your Committee begs to express its satisfaction at the action taken by the Government of Canada in imposing a customs surtax upon importations from Germany. Discrimination against Canada on the part of foreign countries must not be allowed to pass unchallenged, and the action of the Government in this respect has not only received the general approbation of the people of Canada, but has commanded the consideration and respect of our foreign competitors. It is unfortunate that under existing conditions in Great Britain, German manufactures are enabled to come through British channels, thus obtaining the preference intended solely for the benefit of the manufacturers of the Mother Country.

RECIPROCITY

Owing to the fact that a strong movement is on foot in the United States to secure a reciprocity treaty with Canada, your Committee believe the time is opportune to place on record the views of the Association on this question. It is the manufacturers of the United States

who now have a tariff more than double our own, who desire reciprocity with Canada, and who are waging the energetic campaign towards this end throughout their country.

Under the present conditions it is beyond question that Canada would suffer from any arrangement which would give to the producers of the United States a larger hold upon the Canadian market than they have at the present time. Canada has shown that she can prosper without the aid of the United States, and there is no desire on the part of our people for a reciprocal arrangement with that country.

PERMANENT COMMISSION

Dealing with the whole tariff problem, we must be gratified with the fact that Canadians are more and more viewing the situation from a national rather than a political standpoint, and that both parties recognize the necessity of pro-



MR. W. K. MCNAUGHT
American Watch Case Co., Toronto
Chairman Tariff Committee 1902-3 1903-4

tecting the manufacturing industries of the country. Such serious difficulties, however, are presented in defending our own industries from foreign competitions, in mastering the complexity of details which a wise administration of the tariff demands, and in preserving stability while keeping pace with necessary changes in the Canadian tariff, that we should seriously consider whether the time has not arrived when a permanent tariff commission should be appointed, who would carefully and consistently deal with every phase of the question from a purely business standpoint. While such a commission, being simply advisory, would have no power to alter or amend the tariff, their unbiased recommendations would certainly carry great weight both with the Government and the Canadian people generally.

Mr. McNaught read the 1st clause commencing with Recommendations, as follows:

"In conclusion we beg to submit the following recommendations covering the important points mentioned, and following naturally from the facts herein stated, to be forwarded with a copy of this report to the Honorable the Premier and the members of the Cabinet.

"That in view of the conditions already stated to the Government at Ottawa, and outlined briefly in this report, the Canadian Manufacturers' Association, in Annual Meeting assembled, desires to place itself on record thus:

(1) That we reaffirm the tariff resolution passed at the last Annual Meeting in Halifax, as follows:

"Resolved, That in the opinion of this Association, the changed conditions, which now obtain in Canada, demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries.

"That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing, or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries.

"That, while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers."

The President: Is it your pleasure that we reaffirm that resolution carried unanimously at Halifax last year? (Clause "1" was unanimously reaffirmed amid applause).

Mr. McNaught read Clause 2 as follows:

"That, except in very special cases, we are opposed to the granting of bounties in Canada as a substitute for a policy of reasonable and permanent protection."

Mr. McNaught: I think, Mr. Chairman, in regard to that Section, there can be hardly two opinions in regard to the advantage of a protective tariff as against a bonus, or bounty rather; the one is simply in my opinion a temporary stimulus which is alright for a time, and in certain cases it is a very good thing to do, but from our standpoint as manufacturers, I think, and I

think you will all agree with me, that for the upbuilding of this country what we want is really a permanent protective policy which will save our markets to our own manufacturers.

(Clause "2" carried).

Mr. McNaught read clause "3" as follows: "That we are strongly opposed to any reciprocity treaty with the United States affecting the manufacturing industries of Canada." (Clause "3" carried with applause).

Mr. J. Fortier: Why should you mention the United States? Why not any other country?

Mr. McNaught: I think the reason for that is that the United States is the only country which is agitating for a thing of that kind at the present time.

Mr. Fortier: We have said the same thing with reference to the German Surtax, and it has raised some talk, and why should we antagonize anybody against us? If you mention it you mention that particular country and other countries feel they have the favor of Canada.

The President: We have no reciprocity arrangement with any other country. The United States, or some sections of it are at the present time seeking to promote that idea of reciprocity with Canada. We want to leave no uncertain sound here as to where we stand on that question; that is really the object of the resolution, and I am glad it is endorsed so heartily by the members of the Association.

Mr. G. B. Meadows: I think it would be a good idea to qualify that word "affecting." Some arrangement might be made which would affect us to our benefit; I think we might say, "injuriously affecting."

Mr. Fortier: I think that is rather broad.

The President: There was no amendment, and the clause was carried.

TARIFF COMMISSION

Mr. McNaught read clause "4" as follows: "That we recommend the establishment in Canada of a permanent Tariff Commission of experts, who, under the direction of the Dominion Government, shall have constant supervision of tariff policy and changes, and shall follow closely the workings of the Canadian tariff, with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion."

Mr. McNaught: Before you put that motion I would like to say a few words on that. I think you will all agree with me that the effort of this Association has been to take the tariff out of politics. What we want as an Association is a business tariff, not a political tariff, and the danger that we have experienced in the past is that the tariff of this country has been guided in a large

measure more by political exigencies than by business needs. I think we are all thoroughly agreed on the necessity for a revision of the tariff, and of its being properly done, and I think if such a commission as this were appointed it would bring about the revision of the tariff upon scientific lines, and upon lines which would be satisfactory to the manufacturers of the country, and which I also think would be satisfactory to the consumers of the country. I notice that on the other side this matter of a special tariff commission has been agitated for sometime, and is very strongly advocated by President Roosevelt, and in looking over some remarks which he made he sums the matter up so clearly that I thought I would read just a few words of what he said. This was in a speech delivered in Logansport, Indiana, on the 23rd September last: "The plan is for a commission of well-informed, experienced business men and jurists, of seasoned judgment, and not offensive partisan bias, to serve on such long terms as to be above the fear of political interference at the country's oft-recurring elections. Their work would be to make a full study of every detail, down to the smallest, of any industry likely to be affected by any proposed tariff alteration. Congress would still have the power to make and to alter the tariff, but not until every fact in any way bearing upon the change planned had been presented to its members in full by this commission, which has been characterized as the 'eyes, ear and memory of Congress.'"

"This would forever end the present practice of having tariff alterations made as the result of heated canvasses just before exciting elections, and by Congressmen, honest, perhaps, but only half-informed, and necessarily actuated more by desire to serve their constituents than to give the needed months to studying the question before them. It would protect the tariff, the bulwark of the nation's industry, from ignorant or partisan, or sectional interference."

What is said of the United States is absolutely true in regard to Canada. What we want in a tariff is a tariff which will be founded on national lines—a tariff which will be an intelligent tariff, and, as I said before, not a political tariff; a tariff which, while it gives the manufacturer all the protection he ought to have in reason, would not give him anything he should not have; and I think a tariff like that would not only commend itself to the manufacturers, but to the people of Canada. I have pleasure in moving the adoption of that part of the resolution.

MR. MCGILL

Mr. J. McGill: I don't think there is any recommendation presented before

us in any of our reports as important as No. 4 of these resolutions of the Tariff Committee. There is no question that the manufacturing industry of the Dominion of Canada is neglected by the Government. They have commissioners or departments treating with every branch of Canadian industry other than the manufacturing industry. They have their Departments of Agriculture and Labor Bureau; they have the transportation attended to, but, so far as the manufacturing industry is concerned, the Government apparently has no department or commissioner or any one that takes an interest in the manufacturing of the Dominion. If at any time, as we all know to our cost probably, we want any alterations made in the tariff to benefit any industry, we say it is a new industry that is about to be commenced in the country, which we hold is for the country's good. It has to be individual effort; we always have to go on our knees to the Finance Minister or the Minister of Customs to get some encouragement to start that industry. Certainly a recommendation should be made that the Department of Trade and Commerce should have in connection with it much the same as is recommended here, a commission or department or commissioner who will make himself thoroughly acquainted with the manufacturing industries of Canada. Let him visit the manufacturing points; let him meet the manufacturers. If possible let the head of that department be some prominent manufacturer that is willing to take such a position, and we will feel that the manufacturing industries of Canada are in the hands of an intelligent department.

Mr. A. Saunders: Mr. President, as Mr. Munro has just mentioned, we want some one at Ottawa who would be conversant with the different manufactures, so that we would not have a Czar there, who says, simply pay the value of a certain thing, and pay without any comment. If you write and make an objection, he will write back and say, You have got to pay it; that is my ruling. I had an experience there, in which I got in what they call a continuous hinge for an organ; they are also called piano hinges, and because I was a manufacturer of organs instead of pianos I had to pay thirty per cent. Further, in importing some machinery from the States I imported a machine which is a combination of three machines. He allowed one part of the combination to come in, but the other two he taxed thirty per cent. on because they were not the same set of machines. Now, they were all machines. I gave him a sketch, and tried to convince him, but I had to come down from my position and pay thirty per cent. In the matter of hinges, I took the

matter up at Ottawa with the Commissioner—

Mr. E. Henderson: I rise to a point of order. We are discussing details, not business.

The President: I think that is right.

Mr. McNaught: There is a resolution which will come before the meeting which will bring up every point which Mr. Saunders speaks of.

MR. MUNRO

Mr. R. Munro: May I follow Mr. McGill by suggesting that the commission referred to here has a bearing much broader than the interests of the manufacturer, and that commission will take care of the interests of producers in agriculture, in forests, and in every branch of Canadian commerce as well as the interests of the manufacturer. We wish a commission of that class, not an expert in manufactures, but a commission on the tariff. One feature of that, and you may say a very important one, is the withdrawal of tariff questions from party. Many a good protectionist is a good Liberal; and why shouldn't he be? (Hear, hear.) But because he is a Liberal he is very often hampered in his actions in the House. We want to save Liberals and Conservatives alike from any embarrassment of that kind, and this commission would relieve this difficulty. But a better feature of this commission than that, I think, is in this regard, that when men go, even manufacturers, before the Ministers they do not tell the whole story; the Ministers cannot get the precise information always that is necessary, and get it impartially, regarding all the facts of the case; we are all human. This commission would be able to enquire as rigorously into the details as would the commission on income tax in the Old Country, and you know that is pretty severe. By this commission there would be made available to the Government information which they could not otherwise obtain. We want to be able to give data to those gentlemen which the Government cannot be asked to enquire for or receive. The Government would thereby be put in possession of detailed facts in regard to our several industries, and in that way we would get our grievances redressed very much more speedily, because the parties that speak on the other side would have to come with their facts, and everything would be laid bare. To me, Mr. President, this is a most important and valuable suggestion which Mr. McNaught has put before us, that we have the tariff question withdrawn from party, and they be put before a body of men who will have the right to ask for all information, and it will be a great relief to which ever Government is in power and of very material assistance to

the industries and commerce of the country. (Applause.)

Mr. E. Henderson: I believe a tariff commission would be a good feature, but I do not like the way this resolution is worded, especially when I take into consideration the remarks made by Mr. McGill, in which he said this commission should be attached to the Minister of Trade and Commerce. This commission, as it is here put, under the direction of the Dominion Government, should do so and so. I do not want to go into the realm of politics, but I think it is a very serious matter that this commission should be subject to the Minister of Trade and Commerce as to what recommendation is going to be made. If you have a commission at all, you have a commission that should recommend to the Government in power.

The President: That is not before us as an amendment; that is simply a suggestion.

Mr. E. Henderson: I will take the recommendation as it reads: "Who, under the direction of the Dominion Government," that being so this commission would recommend to the Government in power, and I can't impress that point too strongly.

Mr. McNaught: I don't think you read it aright.

Mr. Henderson: I may have misunderstood it, but that is the meaning I got from it. It is under the direction of the Government. Unless they are directed by the Government to do so and so they cannot make any recommendation at all.

The President: I think the idea of the resolution is that they must be under their direction in the first place by appointment, and they must then give them instructions what they shall do. Then the resolution goes on to say: "And shall follow closely the workings of the Canadian tariff, with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion." The Government must finally act.

Mr. Henderson: I submit they should be appointed by the Dominion Government, and so recommend. I think it would be very dangerous, indeed, to put any commission under the superintendence of the Minister of Trade and Commerce, I don't care whether he is Liberal or Conservative.

Mr. Coulson: What we want is an independent commission. We want an investigation by this commission, if it is an independent one, and then for them to make their recommendation.

Mr. E. Henderson: I do not want you to think I am quibbling, but I submit this resolution here is not clear.

Mr. Coulson: It is very hazy.

The President: We have no amendment before us.

Mr. Burton: As a member of the Tariff Committee may I be permitted to explain the way I drew this out.

Mr. Henderson: The thing is there.

Mr. Burton: If you have anything that is clearer let us have it. If the gentlemen have got any better wording I do not suppose we shall object to it at all, but you can't have that commission unless the Government appoints it and you can't have authority to find out how the tariff is working unless the Government allows you to do it, and you can't have a supervision of it unless the Government allows you to do it.

Mr. A. S. Rogers: I would suggest that the words, "under the direction of the Dominion Government," be cut out; they follow as a matter of course. The Government will necessarily appoint the commission and will put it into effect if they see fit.

Mr. McNaught: As far as the committee was concerned, their idea was to have appointed by the Government an independent tariff commission which would be independent of the Government the same as the Railway Committee. If it would make it any clearer, I would be quite willing to eliminate those words and let it read, "we recommend the establishment in Canada of a permanent tariff commission of experts appointed by the Dominion Government."

Mr. J. F. Ellis: The Government is responsible for the tariff. The people look to the Government. This commission of course will advise the Government. You must all bear in mind the Government has to have a revenue. They have got to take that into account in framing the tariff. I should think it would be a great mistake to leave out any one word. It must be under the direction of the Government.

AMENDMENTS

Mr. E. Henderson: I move in amendment, "We recommend the establishment in Canada of a permanent tariff commission of experts, who shall have constant supervision of tariff policy and changes, and shall follow closely the workings of the Canadian tariff, with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion." I leave out the words from "Who," to "Dominion Government," because the Dominion Government has to appoint them.

Mr. Drummond: Would you make it read this way: "We recommend the Dominion Government establish in Canada," and then go on with the wording?

Mr. Henderson: That is practically what I thought.

Mr. Drummond: If you would make it read that way, we would all support it.

Mr. Barber: I think that is clearly in the wrong direction; that has the idea of a permanent commission in reference to tariff matters in the Government. No Government is in favor of tinkering with the tariff. I don't think the tariff should be changed once in less than five years. I don't think there should be any permanent commission.

Mr. Murray: I don't see why the tariff should not be changed as well as our laws, and it keeps a staff of lawyers busy to make the changes in the law. I think we should have the tariff changed whenever the tariff needs changing.

The question was called for.

Mr. McNaught: The committee will accept that amendment and incorporate it as part of the resolution.

Clause 4 as amended was carried.

Mr. McNaught moved, duly seconded, that the whole report as amended be adopted, which, on a vote having been taken, was declared carried.

Mr. J. McGill: Mr. Chairman, and gentlemen, I rather from a selfish motive ask for a little change in the programme this morning to allow me to extend to the Canadian Manufacturers' Association a cordial invitation to hold their next Annual Meeting in the city of Montreal.

The President: That will come up later.

Mr. McGill: I ask for permission. We have a large gathering here now.

The President: The Resolutions Committee have to meet for some minutes, and we have some resolutions which they could prepare. I am perfectly willing if the Association will hear Mr. McGill now or later.

(Voices: Now, now.)

The President: In the meantime the Resolutions Committee will please retire and complete their work.

INVITATION TO MONTREAL

Mr. McGill: Mr. Chairman and gentlemen, I repeat this cordial invitation that you meet next year in Montreal. Since your last meeting in our city in 1901, the membership in Montreal has more than doubled its numbers, but the members who joined the Association since then, many of them, have not attended any of these meetings which we all appreciate so thoroughly, and which are so educational to us all; and we feel it would be a great advantage to the Association if the means were provided for those members to attend. Further, the City of Quebec, our neighboring city, has now a live active organization, and I am satisfied that a large contingent from that city would attend such a meeting. There is no

question that we all appreciate holding our meetings at distant points. We will all remember with the greatest of pleasure our visit to the city of Halifax last year. Our intended visit to the coast will certainly be of great advantage to the Association and in many ways I am satisfied it will prove an eye-opener to the people in the West. Still, when it comes to holding our Annual Convention, we want a large meeting and it is very difficult to have such a meeting at distant points and therefore I feel our two centres, namely, Toronto and Montreal, should be at most times the places of our Annual Meeting. There is no question that at the present time and for two or three years to come, every individual effort of the members of this Association is necessary to uphold its aims. The air is full of rumors of increased preference with Great Britain, reciprocity, labor problems, and one thing and another. We don't know what thing is going to crop up, and therefore I feel we should endeavor to have as large meetings as possible in the Annual and local meetings, and that every individual member of this Association would feel he has something to do to help his fellow manufacturers in the Dominion of Canada. I have no further arguments to press, Mr. Chairman, I can promise the members of the Association if they come to Montreal we will do the best we can for them. I cannot promise what that will be any more than it will be our best; and I feel that it will, in addition to giving us Montrealers great pleasure, also be of great benefit to the Association.

The President: I am sure we felt it was a benefit to the Association when we went to Montreal two years ago, and we received great hospitality and kindness at the hands of our Montreal members and from the Montreal citizens. The question, however, will come up later for decision, by the Association, and in the meantime, I think we will let the matter rest there, keeping Mr. McGill's arguments and kind invitation in mind until we decide what should be done with reference to the meeting next year.

RESOLUTIONS

The Resolutions Committee have not completed their work, but a part of their work is completed, and we can take up these resolutions in the meantime. There is one with reference to Foreign Silver Coinage. I will ask the Secretary, Mr. Cooper, to read it.

Mr. Cooper read the resolution as follows:

FOREIGN SILVER COINAGE

Moved by Mr. William Smaill, Montreal seconded by Mr. Robt Munro.

That as it is in the interests of Canada both from financial and patriotic reasons, that the coinage in use shall be Canadian; this Association requests the co-operation of the Canadian people, Banks and Government to secure the removal from circulation in Canada and exportation of all foreign silver coinage, and its replacement by Canadian silver coins.

Mr. Jos. Fortier: Is that not on the Statute Book already? Is that not a law of 1869? They refused such coinage, or bills, or greenbacks, or other money. We do not charge any discount on United States money, but they charge a discount on the value of our country's money. There was a special law made in 1868.

The President: There is one thing sure, whether such a law be upon the Statute Books or not, it is not enforced; the banks take it; every commercial institution in the country takes it; the banks, loan companies, and street car companies.

Mr. Braidwood: The street car company will not, in Montreal.

The President: They do in the West, in the United States they won't take our money at any price. Let me say here in this matter of frequent reference to the United States, that we do not make this reference in any hostile spirit at all; we think a great deal of our friends to the South, but we are here as business men discussing these things from a business standpoint, and we are looking out for Canada's interests.

Mr. Hees: Every dollar's worth of Canadian silver that passes through this country means a profit of sixty-five cents to our own Government, and every dollar of United States money means sixty-five cents to the United States.

The President: I see, Mr. Smaill, the mover of that resolution, is here.

Mr. Smaill: I did not intend to make any remarks, relying solely upon the recommendation of the Resolutions Committee in regard to the matter, but the consideration of this movement originated out of my own experience in receiving American coinage particularly in change. It is a well-known fact that a large percentage of American coinage is in commission in Canada, and it is a well-known fact that Canadian coinage is refused except in the frontier towns of the West. Through the courtesy, I think of Mr. Thorn, I have the Government bulletin here which refers particularly to the fact of the large circulation in the western part of Ontario, of United States currency in the shape of silver, nickels and copper, and at the present rate it would in a few years exceed the Canadian article. The resolu-

tion has been carefully drafted with a view to making a plain statement which may prompt us to use the Canadian coin. We have first the patriotic, and, second, the financial point of view. Taking the financial point of view it is a well-known fact that the present worth commercially of a silver quarter is about ten cents. As the Government of the country have the right to coin silver they have the profit arising out of that coinage, and therefore, if a Canadian quarter represents about ten cents worth of silver, the Canadian Government has to have the difference in profit. That being the fact, we as Canadians should accord to our own Government the profit which arises from Canadian coinage; and that this amount is a very large one may be evidenced by the personal knowledge which we will all have of the amount of American silver currency that is in daily use. There are certain facts which lead me to believe that this amount is very much larger than most people are aware of. I have consulted the data in reference to the exportation of American coinage in 1870, and at that time it assumed very large proportions. Steps were taken and co-operation was had with the banks and Government, and certain brokerage firms in Montreal, the result of which was that there was \$5,000,000 of American silver coin exported from Canada, and I am strongly of the opinion that there is at least that amount in the country to-day, if not a greater amount. I have alluded to the financial reason. There are, of course, the patriotic reasons. I think as we are endeavoring to adopt the principle of "Canada for the Canadians," we certainly should be particular as regards the coinage of our own country. To secure this end it is necessary that the co-operation of the Canadian people, banks and Government should be had. Individually as people, we should refuse to honor American coin and demand the coinage of our own country. If our American friends come over here they should pursue the same course that we are obliged to, that is, step into an exchange office and exchange their money for Canadian, and there is no loss or no indignity placed upon them. The co-operation of the banks is necessary. I think if the people would gather American coinage and hand it in to the banks, and the co-operation of the banks could be secured for its exportation, that is a second factor. It requires the concerted action of those three, the Government, the banks, and the people. The Government's co-operation should be procured because they are partners in this matter; they have all the profit of the right of circulation of Canadian silver coinage, and they should rightly

bear the loss of the exportation of American silver coin; and the machinery to be set in motion is very much similar to that of 1870, when the people sent their coinage to the banks, the banks exported it through the States, and the Government paid the loss, which, on the exportation of that \$5,000,000 at that time amounted to about \$100,000. This briefly represents what I have to say in reference to the matter, and I ask your kind co-operation and endorsement of this matter.

(Resolution carried.)

The Secretary read resolution No. 2, presented by the Montreal branch of the Association with regard to Government importations, as follows:

GOVERNMENT IMPORTATIONS

In view of the fact that goods imported by the Government free of duty are liable to find their way into the regular channels of trade,

Be it resolved—That this Association respectfully recommend that the Dominion Government should purchase all foreign goods through importers who pay the regular rate of duty.

(Resolution carried.)

The Secretary read resolution with reference to preference and surtax, as follows:

PREFERENCE AND SURTAX

That whereas—Foreign manufacturing firms, especially in European countries, are continually taking advantage of the preference granted to British goods entering the Dominion of Canada,

And whereas—This abuse of the preference is detrimental, not only to Canadian manufacturers, but to British manufacturers as well, and is thus defeating the very purpose of preferential legislation,

Be it resolved—That this Association would respectfully urge upon the Dominion Government the desirability of amending the present preferential regulations as applying to British goods so as to increase the required percentage of British labor from twenty-five to fifty per cent. of the value of the goods.

Mr. P. H. Burton: I beg to second that resolution. In regard to the surtax I would like to make a few remarks. I have probably as good an idea of how customs entries are made; I don't say I have a better idea than other gentlemen, but I have a fair idea. If you take the experience of the United States alone in the textile trade, at any rate, and I suppose in other trades, the largest houses in the country do not bring their goods in direct, but buy them through agents of the manufacturers. For what reason? Because they are entered at a much lower price than the manufacturers would be willing to sell them at; and when the American

Government has sent over detectives to the other side to find out the prices of certain articles they have been unable to do so for the simple reason they were told immediately that they sold all those goods delivered duty paid in New York. I have myself gone into certain places on the Continent and I have asked to see certain goods and to see the prices, and I have been told that all their goods for America, including Canada—of course, they think Canada is a little bit of a place—are sold in New York, and they cannot show me any samples or anything of that kind. I know of a case where a concern were selling goods in this country, and they of course believed that their duty was to pay as little to the Government as possible, and they advertised that they had mills in Bradford and Sheffield, and different places on the Continent. I know a gentleman who bought some of the goods from a representative here, and when he went to Europe he tried to find out this firm at the locality where they had advertised themselves to be—that is one of the localities—he could not find anybody there that knew them, and he took the directory and he could not find any such name there. The consequence was you know that they were simply using that as a sort of bluff and they were not there at all.

Now with regard to the various declarations which it is the duty of exporters to make now under the German surtax, and all that sort of thing, I believe the Government rely in their intentions for trying to make their declaration so strong that there can be no fraud, and if all the people who have goods to send to Canada were honest, and would not sign anything but what was exactly true, these precautions of the Government would be alright, but unfortunately there is at the very present time on account of the German surtax people who are in the importing trade who are told these goods now are made in Austria, and you know what that means. Now, there is no way on this side of the water of checking that thing. The Trades Mark Act does not amount to anything on lots of things because the brand or ticket may be taken off when the article comes into Britain, and then there is no identification. Outside of textiles, I will say undeservedly, I will take many an article and I will defy the best judge in this country to say whether that article has been made on the Continent or in Britain. But outside of that look at ironware and machinery, we might not have any difficulty in identifying it by the way the figure is made on it, or anything of that kind, but where is the appraiser in this country that can say that that article was not made in such and such a place or in such and

such a country. The only remedy I believe that will be at all able to prevent this will be the establishment of some person in London. Entries come from there and these invoices are presented, and they go through the Customs and under the present Customs Laws, if there is any fraud or suspicion of it the Government has the right to go back for three years, and not only to exact the amount of duty which has been underpaid, but also to exact the full value of the article upon which the duty has been underpaid. This is such a penalty that those concerns which are respectable and hold a large stock of goods in this country dare not, if they wanted to, permit these frauds because the risk is so great; but those people who take import orders, and have very little in stock that the Government could come down upon, do these things with impunity. It is not long ago that one concern was hauled up and even where the evidence proved they had made \$60,000 out of what they had done they were let off with \$30,000.

The only thing that occurs to me that can get at that is this, you place an expert in London and let the invoices bear the names of the firms who send goods out of this country, where there is not any suspicion. Where the firm is not well established let that name be given to this man, let him go and find out if such a firm exists, and if it exists, what kind of firm it is, whether it is a concern that has got a stock of goods doing business in a legitimate way or some little man that has got a little office and pays fifteen or twenty pounds a year rent and does nothing but make out these invoices. I remember one of the American importers was allowed to come into this country and sell surplus stock out of bond. I know of an instance when the Government made it a condition that goods would have to be invoiced where they came from and this firm had the invoices printed in New York, purporting these goods would be invoiced from Yorkshire, and you could identify those invoices by the paper and by the type that was used, and could see at once that such an invoice was never printed in Yorkshire as the place where it purported to come from. So you can see what ingenuity is exercised sometimes. Now when this surtax comes in you have twice the incentive to fraud that there was before.

Now if you have a commissioner in London to whom could be sent the invoices, or a copy of them, whose business it would be to go to this place where this man purports to live and see what his business is like, with the assistance of the Government officials in

Britain, I am sure it would be a good thing. I have no doubt the Customs Department in Great Britain would be very glad to give every assistance they could to the customs officials. In that way it would be found here whether those invoices were coming from bona fide concerns or merely furnished by some agent or some other interested party, who was paid by the Continental manufacturer to send the invoices out. (Resolution carried.)

The Secretary read resolution re Dominion Appraisers, as follows:

DOMINION APPRAISERS

Whereas—The present want of uniformity in the application of the provisions of the Canadian Customs tariff at the various ports of entry in Canada, is a source of great disadvantage to Canadian manufacturers in competing with the trade of the home market.

Therefore be it resolved—That in order to secure uniformity and insure, as far as possible, equal opportunities to all manufacturers in Canada, this Association respectfully suggests to the Dominion Government the appointment of three expert Dominion appraisers to supervise the interpretation and actual operation of the tariff at the various ports of entry,

And be it further resolved—That the salaries of customs appraisers should range from \$1,000 to \$3,000 per annum, so as to secure the services of thoroughly qualified men.

Mr. G. E. Drummond: Mr. President, I rise to the support of that in the first place, because I believe whatever tariff we have, we want it applied uniformly everywhere at all ports. We know at the present time that is not being done. I know of cases where goods are entered to-day or have been recently on five per cent. duty, whereas at another port a man competing for the same trade was paying thirty per cent. The only way to get at that is to appoint trained men who understand the business they are dealing with and three Dominion appraisers, who shall have supervision of all collectors and officers and shall see the same rate is charged to every Canadian. Therefore, I support it on that basis. With regard to the question of salaries, I believe thirty years ago they established the Civil Service Act and said at that time that the salaries of appraisers should be from six hundred dollars to two thousand dollars. Any man who knows what this country is to-day will know that the same salaries are not sufficient to-day to get the right class of men. We must have the right class of men, and it pays to have them, and I support the suggestion that in the new Civil Service Act, which I believe continues to place the salaries at the old rate of thirty years

ago, that we as business men respectfully recommend to the Government in this resolution that the salaries should be fixed at from \$1,000 to \$3,000 and the best trained men who can deal with this question intelligently shall be secured.

Mr. J. R. Barber: If my memory serves me right, I think it was stated by the Minister of Customs that it was the duty of any merchant or any citizen who knew of frauds being perpetrated on the customs to communicate either verbally or by letter at once to him and the matter would be there taken up and threshed out. If there is any gentleman who knows of these frauds, I think he should consult the authorities at Ottawa and there would be some attention paid to it.

Mr. Younge: I might say from my own knowledge these cases have been called to the attention of the Government, and they have been promptly dealt with by the Government and in a most careful manner, but the idea of this resolution is to remove the whole cause of difficulty, and I think the Government will quite agree with us if we have three expert appraisers travelling between various import ports of entry, it will remove not only a great source of trouble to the manufacturers, but to the Customs Department at Ottawa.

Mr. H. L. Thompson: I hardly think it is the duty or within the province of this Association to say what salaries they shall be paid. I think we could recommend the Government to pay them adequate salaries.

The President: This is merely a suggestion.

Mr. Drummond: I am perfectly willing to accept that. We want to get the right class of men and we must pay them. I think we would strengthen the hands of the Department if we would come out strongly on this point.

Mr. J. R. Barber: I think the men we want there are not thousand dollar men but at least two thousand or twenty-five hundred.

Mr. German: I heartily agree with the remarks made by Mr. Drummond. Speaking for myself, and I know others have often insisted as well as myself, that one great trouble is the different ways different importers look upon the value of goods. I think it is a step in the right direction. With a board of Dominion Appraisers the tariff will be construed in every port in the same way and in the same manner.

(The resolution as amended was carried.)

The Secretary read resolution reaffirming the position taken on the question of Insolvency Legislation, as follows:

INSOLVENCY LEGISLATION

Moved by J. Ransford, seconded by E. G. Henderson. That this Association reaffirm its position on the question of insolvency legislation, and once more urge on the Dominion Government the necessity of enacting a general Dominion Insolvency Act.

That in the opinion of this meeting an Insolvency Law is much needed in Canada. The present condition of things is not only intolerable but is practically a premium on dishonesty; and that we respectfully request the Dominion Government to take such steps to protect the business community in this direction as may be deemed expedient.

(Resolution carried.)

The Secretary read resolution re Preferential Tariff in South Africa, as follows:

SOUTH AFRICA TARIFF

Whereas, it being understood that the law enacted by the Government of South Africa grants in its customs tariff a preference to parts of the Empire, not including Canada, and understanding that the Dominion Government is in correspondence in reference to this important question: but feeling that the matter is of so very great importance to the manufacturers of Canada,

Be it resolved, That the Canadian Manufacturers' Association, in annual Convention assembled, regret to learn that the South African Government has not included Canada in the preference given in its customs tariffs, and herewith request the Canadian Government to bring this serious condition before the proper bodies, in the earnest hope that the law may be altered to admit Canada to the benefit of said preference.

(Resolution carried.)

The Secretary read resolution conveying thanks of convention to officers, etc., as follows:

VOTES OF THANKS

Resolved,

That the sincere thanks of this Convention be tendered

(a) To the officers and members of the Toronto Branch of this Association for the princely manner in which they have entertained the visiting delegates.

(b) To the Premier of Ontario for his hearty reception of the delegates.

(c) To the Mayor and people of the City of Toronto for their hearty welcome and kind entertainment of the delegates in the Legislative buildings.

(d) To His Honor, the Lieutenant Governor and Mrs. Clark and the Toronto Chapter of the Imperial Order Daughters of the Empire, for their exceeding kindness in arranging entertainment for the visiting ladies.

(e) To the Canadian Pacific Railway Telegraph, the Great North-Western Telegraph Company and the Bell Telephone Company for the privileges accorded to the members of the Convention.

(f) To the Press, especially the Press of the Convention City, for the excellent reports made of the Convention proceedings.

And to all others, who in public and private have contributed by their kindly interest and hospitality to the success of this Convention.

The President: I am sure this resolution will meet with your hearty approval, and I request that it be adopted by a standing vote.

(The resolution was carried unanimously by a rising vote.)

EXCLUSIVE CONTRACTS AND THE TOBACCO INDUSTRY

The Secretary: Mr. J. M. Fortier presented a resolution to the Resolutions Committee which he will now present himself to the Convention.

Mr. J. M. Fortier: This is regarding the law which has been presented by the Minister of Justice regarding exclusive contracts. This is after the report of Judge McTavish on the investigation regarding the American Tobacco Company's means of doing business. The resolution is simply to ask the Parliamentary Committee to ask the Government not to delay the law regarding exclusive contracts as the tobacco industry is in a very bad state pending this.

This company is an American concern that has come here and has bought out three or four factories, which have run on a certain class of goods. They have increased the advertising of these goods with the additional capital they have put in the business, and now they are controlling that interest altogether. They sell their goods on condition that their customers shall not buy any goods from anybody else; that is, if they sell their cigarettes and cut tobaccos. They control the wholesale trade so that it is almost impossible for any manufacturer to introduce his goods throughout Canada, as the wholesale trade is his channel for doing so, and it would not pay to send five hundred or a thousand cigarettes to Toronto or St. John, New Brunswick. They have all the contracts with all these retailers to handle their goods exclusively, and they are not permitted to buy goods from anybody else but the American Tobacco Company; if they do they will not sell them certain kinds that they are obliged to keep and therefore it keeps all the small men away from the trade and prevents any new capital being invested in that industry, and the great trouble with this firm in Canada is that it has not yet gone as far as it has in the United States, but I will give you a little of what happens in the United States, which is under the same system. The American Tobacco Company controls the trade there and it has come to this in Virginia, the

farmers that were selling their tobacco last year for eighteen cents are getting to-day eight cents a pound. Now they are just gathering together and trying to arrange themselves in such a way, as to grow no more tobacco; it will not pay them; they would rather grow cotton. Things are getting that way here and pretty soon our farmers will feel the same effects and they will be the only buyers and the only sellers. I would ask the Manufacturers' Association here to vote on this question. I have a second order to this motion and I will read it now: "That the Parliamentary Committee of this Association be instructed to urge the Dominion Government to enact without delay such legislation as shall render unlawful and effectually prevent such methods of restraining trade and destroying competition, as have been employed by the American Tobacco Company of Canada, as disclosed in the report of the Royal Commission recently appointed to investigate the tobacco trade of Canada."

Mr. P. W. Ellis: Your Parliamentary Committee are quite sensible of the condition of affairs that has been brought about by a prominent Tobacco Company, and which may be brought about by other companies in the future operating in a similar manner. We realize that the manufacturers of Canada have for years been fighting against almost impossible obstacles. We have been developing our businesses and we have been protected by our Government in order to enable us to do so. Our country is now enjoying an era of prosperity and the Canadian manufacturers wish to derive the benefit of the prosperity they have helped to bring about, which has now come upon us; but just at this particular juncture, when we are about to reap the reward of our long years of effort, American concerns have their eyes turned to this country; they realize its prosperity and they are coming in now among us, buying up Canadian concerns, and are about to dictate and dominate the manner in which business should be carried on in this country. But, gentlemen, how that is to be met is the important question. To place a law upon our Statute Books that would punish the innocent to reach the guilty would be a deplorable result, and we believe in a condition of this character we must approach it very cautiously. We must take all the time that is necessary to thoroughly study what will prevent the condition which is arising through the operations of this Company. For that reason I would suggest that Mr. Fortier and Mr. Picard allow this matter to remain in the hands of the Parliamentary Committee; they will continue to devote themselves to it; will make their report to the Executive Com-

mittee, and have any action which they may recommend to the Dominion Government endorsed by your Executive; and I can assure Mr. Fortier and Mr. Picard that your Committee will endeavor to study the interests of all our members. We know that there are conflicting interests in our Association, and it shall be our object to endeavor to suggest that which shall be agreeable to all members as far as it is possible to do so.

Mr. R. Pinchin: I might say as perhaps the second largest producers of Canadian leaf tobacco in Canada, we think it is a very important matter. We make in Canada, and we are producing a product that is grown in Canada, which the Government has given us splendid assistance in, and we think the opposition put up against us is unjust, unfair, and not in the interests of any Canadian industry. All we ask is that this meeting show their interest in a product that is going to be a great thing in Canada, the growing of tobacco, by recommending to the Government as suggested that due attention be paid to our requirements. Five years ago there were about 600,000 pounds of tobacco grown in Canada used in Canada. Last year over 5,000,000. We ask that the tobacco interests of Canada, as a Canadian product, be considered carefully by the Parliamentary Committee.

Mr. E. Henderson: I do trust these gentlemen will withdraw the motion and agree to the request of Mr. Ellis. I think it would be very unwise if this thing were put to the vote because there are other interests here amongst the manufacturers that might be very seriously affected, and it would be a great pity if there was a division, and I am sure Mr. Ellis and his committee will give this matter full consideration, and make representations to the Government such as would protect the tobacco industry. As a matter of fact it may be that some Canadian manufacturers would have to have such contracts made in order to keep out American manufacturers at a later period, and it would be unwise to have a law like that on the Statute Book.

Mr. J. M. Fortier: The protective tariff fixes that all right.

The President: Pardon me; no, Sir.

Mr. J. M. Fortier: We are only asking on the tobacco trade.

The President: I think the resolution is a little broader than that. I think if you will allow Mr. Ellis's suggestion to prevail the Parliamentary Committee have already given attention to this matter to some extent, and his idea is simply to try and cover the tobacco interests as well as the other interests represented in the Association, and I know

that Committee will do all in their power to do both.

Mr. J. M. Fortier: I believe this is a just demand because there is no fair-minded man who will not agree that these exclusive contracts which prevent a new manufacturer from going in any business are not right.

The President: No, it is not right.

Mr. R. Munro: As a matter of fact, I wish to support Mr. Ellis. I wish to state that I think our members do feel that the tobacco interests have a real grievance. I know that our Parliamentary Committee have shown great wisdom in dealing with the questions which have been discussed in the report of yesterday, and they are desirous of something being done, having regard to the caution that the legislation which may be provided, may not interfere with the free trade in other articles. So that while it appears that there is a real grievance on the part of the tobacco interest it appears to me the safe and wise course is to ask the Parliamentary Committee to follow the matter very carefully.

Mr. J. O. Thorn: I think there is no doubt but what the members of the Association connected with the tobacco interest have a real grievance, but I think it would be unwise and unfortunate if a resolution of this kind was passed here to-day, because it is an instruction to the Parliamentary Committee to do a certain thing. Now, I think that Committee should have an opportunity of considering and looking into the whole question before having definite instructions to do a certain thing as provided for in this resolution. I would support Mr. Ellis's suggestion that the matter be referred to the Parliamentary Committee for consideration, and after they have arrived at a conclusion that they present that to the Executive Council.

The President: Do you accept that, Mr. Fortier?

Mr. Fortier: Yes.

The Secretary read resolution presented by the Woollen section re tariff as follows:

WOOLLEN SECTION RESOLUTION

"The woollen manufacturers of Canada desire to draw the consideration of the Government again to the condition of their industry. The action of the Government in placing a customs surtax upon importations from Germany has met with the general approval of the woollen manufacturers and they desire to express their thanks for the legislation in as far as their industry is affected. We would point, however, to the fact that the importation of woollen goods from Great Britain is increasing by leaps and bounds to the detriment of our Canadian mills, that while other industries in Canada have expanded

during recent years, the output and prosperity of the woollen industry has largely decreased, and finally that unless immediate action is taken, many mills will be obliged to close down.

In view of these conditions, we beg to submit the following resolution:

That whereas the Woollen Industry continues to suffer particularly from the existing preferential tariff, and the situation has now reached such a critical stage that many mills in Canada, especially those manufacturing woollen cloths, are either closed to-day or seriously considering whether they will be able to continue in existence.

Therefore, be it resolved — That this Woollen Section of the Canadian Manufacturers' Association in Annual Meeting assembled does urge upon the Association the necessity of demanding from the Government an immediate change in the tariff."

The President put the motion to adopt the report of the Resolutions Committee as a whole, which, on a vote having been taken, was declared carried.

The President: The next item on our programme is the election of officers and committees.

Mr. W. P. Gundy: Under the head of Election of Committees, I would like to propose that the special committee to deal with Canadian copyright be continued throughout this year, for this reason, under the adoption of the report yesterday certain recommendations were to be sent to Ottawa.

I would move, seconded by Mr. Ritchie, that the special committee on Canadian copyright consisting of Messrs. McNaught, Russell, Christie, Murray and the mover and seconder be the committee for this year.

The President: You have heard the resolution. That committee gave close attention to the work last year and brought in a report upon it. Is it your pleasure that that resolution be carried? (Resolution carried.)

The Secretary: has to report the following nominations and elections:

(See list published on pages 92 and 93)

The Secretary: I might explain these members are elected to the Executive Council one for every fifteen of the membership in their branch or province.

With regard to these committees, I would simply like to make the announcement to all that noticeably three of those who have been chairmen during the past year have been continued, namely, Messrs. P. W. Ellis, W. K. McNaught and J. O. Thorn. I would like to explain that it was only in every instance under great pressure that these gentlemen were induced to retain their offices as chairmen of these committees

for the coming year. They felt, as is true in most instances, perhaps, that a change is a good thing for the chairmen and for the work of the various committees, but in each of these three cases the work which has been so well begun this year has not yet been completed, and they finally yielded and reaccepted their places on these committees. (Applause.)

Mr. Birge: Mr. President, I have great pleasure in handing over to you, sir, the reins of office in this Association at what is the most important and at the same time is connected with the most pleasant associations that I think you can have in a business organization of its kind. The year I have spent has been one of pleasure to myself, and I trust that you in handing over the reins of office to your successor will do so with equal pleasure and will feel as I do that it has been an education and not only an education but an honor to have occupied the position. (Applause.)

Mr. J. P. Murray led the members in giving three cheers and a tiger for the new President, which was followed by the singing of "For He's a Jolly Good Fellow."

THE PRESIDENT'S INAUGURAL

President Drummond, on rising to speak, was greeted with applause. He said: Mr. Birge and gentlemen, I appreciate much more fully than I have words to express the great honor that you have conferred on me to-day in making me unanimously in such a hearty way the President of this great National organization. It is to any man naturally a gratification to know he has the good opinion and the confidence of his co-workers in any good cause. To me it is a peculiar honor and a peculiar gratification that I possess in this way, as shown to me, the confidence of the captains of industry in this young nation of the North, and as represented by such men, the leaders who compose twelve hundred and seventy odd employers of the Dominion of Canada.

If I may speak a word for your Executive, as well as for myself, we enter upon our term of office at a period in the industrial history of our country full of great possibilities, pregnant with great opportunities for development, and therefore the measures now adopted, the measures that we will plan and formulate, and that our Government, we hope, will carry into effect, should be carefully considered because the future, the larger future of our industrial enterprise in this country, situated as we are with a great competitor to the South, will depend largely upon these measures that we have to-day adopted. It is well that we manufacturers should therefore study carefully as we would for our own

business, this whole question of what is necessary for this country. We have tried to do that despite all the criticisms that are made of us as being monopolists and desiring to take an advantage of others who are not manufacturers, who are, like ourselves, consumers—because we are all consumers in this country. It is well we should do, as we do in our own business, go and study these different sections of our country. Last year we went to Halifax; this year we are going away out to the far West to try and meet our brother Canadians there to let them feel that we are all Canadians and must work together and do all that will help to build the whole country up and give us in this country diversified employment, for without it we cannot be really great. We must work together in the cause of the development



MR. H. COCKSHUTT
Brantford
Ontario Vice-President, 1903-4

of everything in Canada, our transportation facilities, our fiscal policy and in every other way.

In accepting at such a period the office of President of such an important Association, gentlemen, I appreciate, no one appreciates more than I do, my own limitation, but I feel that with the generous support and the good advice that you will give to your officers during the coming year, with the splendid Executive with whom in your kindness to-day you have been pleased to associate me, and with that splendid body of young men whom we have for secretaries in this Association (applause), and who have carried on your work so well, perhaps in the coming year it will not be altogether my honor to hand over the reins of office. I trust that with the other gentlemen of the Executive, we

will feel that this year has not been one unworthy of the past. I follow a line of presidents, men of capacity, who have carried your affairs to the high standing of to-day. We do not want that record to go back for one single instant. I feel with such support as I can look for here and with your generous support behind us all, we can do something in carrying on the good work of this Association and for the great industries of the country we are proud to own. (Applause.)

Gentlemen, our next duty is to arrange for our next place of meeting: I think Mr. McGill extended to you all a very hearty welcome to the city of Montreal for 1904. If I may be permitted, as a Montrealer, to say a word, there is the heartiest welcome for all if you come. It is for you to decide.

HAMILTON PROPOSED

Mr. Birge: I think perhaps it would be well, in view of the possibilities that may arise during the year, if we leave the fixing of the place and date of the Annual Meeting in the hands of the Executive Committee and for that reason I move that it be left in the hands of the Executive Committee. The invitation which has come from Montreal will certainly be considered and have their attention, and we appreciate very much, indeed, the invitation coming from the Metropolitan City of the country.

Mr. R. Hobson: I would like to second that motion for I hope when the matter comes before the Executive that they will consider an invitation from Hamilton. While I fully appreciate the many advantages of holding a meeting in Montréal, we would be very pleased, indeed, to have it come to Hamilton either this coming year or the year following, and I trust that you will not lose sight of Hamilton. If you do come I can assure you you will receive a most cordial reception.

Mr. Birge: I will endorse every word of that for Hamilton.

The President put the motion to leave the matter to the Executive Council which, on a vote having been taken, was declared carried.

VOTE OF THANKS TO RETIRING PRESIDENT

Mr. W. K. McNaught: I think we should not break up this Convention without a hearty vote of thanks to our retiring President. (Hear, hear.) No person who has not occupied this office can form any idea of the immense amount of work which the President of this Association has to perform during his term of office, and I think I can voice the sentiments of the Executive Committee in saying that our retiring President has discharged the duties of his office not only with conspicuous ability, but with sincere devotion to-

wards the best interests of the Association. I have great pleasure in moving that a vote of thanks from this Convention be tendered to our retiring President, Mr. Birge.

Mr. W. K. George: I have very great pleasure in seconding Mr. McNaught's motion that our most hearty thanks should be tendered to the retiring President for the very able and unselfish manner in which he has devoted his time and talents to the work of the Association. Mr. McNaught has told you it is only those who have gone through that position who can realize the labor that is entailed in filling it, and I am sure we are all indebted to Mr. Birge; and under those circumstances I have the very greatest pleasure in seconding Mr. McNaught's motion that we tender a vote of thanks to Mr. Birge for his labors during the past year.

The President called for a rising vote, which was followed by the singing of "For He is a Jolly Good Fellow," and three cheers and a tiger for Mr. Birge.

MR. BIRGE REPLIES

The President: Mr. Birge, I present this vote of thanks with great pleasure. I have been in constant touch with Mr. Birge, and I know the work he has been doing, and I think this vote of thanks is well earned.

Mr. C. A. Birge: Mr. President, gentlemen and fellow members of the Manufacturers' Association, I certainly appreciate very much indeed the hearty vote of thanks which you have just tendered to me. When taking hold of the work of the office of President last year, I felt that work was perhaps more than I ought to undertake, that is, if I did my duty to the Association as I ought to do, and as it had been done by my predecessors, particularly by Mr. Munro, who, the previous year, had given up a great deal of time to the work of the Association, visiting the West India Islands, and giving us an elaborate report upon his return of what had been done there. The opportunity offered for me to visit in the same way South Africa, but unfortunately, and I regretted it on account of the Association more than on my own, my business would not permit of me giving up my time to the extent Mr. Munro had done, and in that respect, gentlemen, I have failed in what I felt to be a duty to this Association. However, I have done the best I could to advance its interests and to promote its welfare, and in that have had the hearty co-operation of an Executive which could not be better if they tried. I do not say this for a moment with a view of giving undue flattery to the members of the Executive. I referred

to it yesterday in my address, and every word I said there I meant, and meant from the bottom of my heart. These men have given up their time to an extent that I have not been able to do even, because they have attended so many meetings; they have been right here, and demands have been made upon them when I have been unable to be present, and the Secretary has called upon these men here in Toronto, the chairmen of the various committees, and the vice-president, and they have given up their time freely to work that I ought to have done. I rejoice, gentlemen, that the Association has made the progress it has during the year, and I rejoice in the prospects that are before us for the future for further usefulness, for greater usefulness as the years go on; and it is becoming to-day a power, and its deliberations and pronouncements upon the questions of the hour are looked to and looked upon as being of value to the country, and I am sure that as the days go on, and the years go round in connection with this Association and its work, that it will become a stronger influence for good in the country than even it is to-day.

I thank you, gentlemen, heartily for the honor you conferred upon me last year, and for the support that has been given me during the year by the Executive and officers and members of the Association, and for the hearty vote of thanks which you have just given me. In any way I can serve the Association in the future I shall be just as glad to serve it as in the past, and will give it all the time and attention that I can. (Applause.)

Mr. W. K. McNaught: Mr. Ellis reminds me that in moving this vote of thanks to the retiring President, I forgot a very essential part. I should have added to my motion that his services be recognized in a tangible manner, and that the matter be referred to the Executive Committee to carry into effect. I should have done that. It quite slipped my memory for the moment, but I am sure the gentlemen will allow me to amend this resolution, and will carry it just as unanimously as the original was carried.

The President: Is it your wish that the Executive Committee be empowered to carry out this idea? (Carried.)

THE SECRETARIES THANKED

Mr. P. W. Ellis: Our retiring President has been somewhat modest in accepting the motion of thanks, but it has been apparent to his Executive Committee from the very inception of his office that he has felt the responsibility of his position, and no one knows better than we do how well he has devoted

himself to this responsibility, and although he charges himself with not perhaps responding upon every occasion in the expenditure of time, it has been a matter of surprise to us that he could expend as much time as he did, and we knew frequently he was doing so at the sacrifice of his own personal interests. And I am sure we will all appreciate the fact that the President will have some tangible memento of his year of office, and of the respect in which we hold him, and the gratitude we feel for his devotion to the interests of our members.

I wish to move another motion, a motion of thanks to our secretaries. (Applause.) Mr. Younge, Mr. Stewart, Mr. Cooper, Mr. Craick, editor of Industrial Canada, and the associate secretaries of the various branches, whose names I do not at the moment remember, but would be glad if they were added. I do not think any organization has more faithful, more earnest, more devoted helpers than we have. I do not think any organization could have men with more capacity, and better fitted to handle the work of this Association than the men whom I have referred to; and we who have been associated with this Association and with others know that after all the brunt of the work falls upon their shoulders; they have the preparing of the work in order that we may judge upon it, criticize it and give it the stamp of our endorsement. The success or non-success of every organization of this character depends to a very large extent upon those men, whom we may select as our permanent officers, and I wish to reiterate the fact that we have been especially successful in having in our employ men of devotion and of undoubted ability. (Applause.)

Mr. J. P. Murray: Mr. President, I rise to second Mr. Ellis' resolution of thanks to the Secretaries. I said early this morning my views on it, and they were endorsed by Mr. Saunders, and it is not necessary to go into it further again now; but every time we have had anything to do with them in one way or another, we have always found them most trite in their remarks, most affable in their manners, most suave in their conversations, and in their letters, and, withal, there has not been a single point that I can put my finger on, one way or the other, and I have been pretty close to them, where I can see the interest of any one of our members has ever been lacking. How they do it I do not know. They have got some divine help I suppose, besides what they got from the University. (Applause.)

THE MONTREAL SECRETARY

Mr. J. McGill: Before the motion is put, as representing the Province of Quebec I should like to testify to the

great service the Montreal branch has had from the Secretary, Mr. Cooper. The Toronto gentlemen can speak of their home Secretaries, and so can I in the very highest terms. We fully attribute to Mr. Cooper the large membership of the Montreal district; through his insistent effort the Montreal branch of the Manufacturers' Association has become what it is. He is wrapt up in it and his office; he is always found there, and any information we want he always seems to have at his fingers' end, and we Montrealers flatter ourselves that we are wonderfully fortunate in having the services of so able a secretary.

Mr. C. H. Waterous: As a non-resident of Toronto, I would like to endorse the sentiments that have been expressed with regard to the officers of this Association, so far as my connection with it has been concerned, and as a member of the Executive, I have always found them extremely affable, as Mr. Murray has put it, willing and not only that, but capable and able to take hold of any question that came up and carry it through to a conclusion that was quite satisfactory. As an outsider, I would like to endorse the sentiments that have been expressed of the satisfaction with the work of these gentlemen.

Mr. J. Hewton: As another outsider, I would like to endorse what has been said. I am sure there is not one of us but must admit that the secretaries have prepared the work of the Association in a very plain manner and have kept us well posted in connection with the matters of the Association.

The President put the motion which was carried with applause and which was followed by three cheers and the singing of "For They are Daisies."

MR. YOUNGE REPLIES

Mr. Younge: Mr. President and members of the Association, I have had my little difficulties during the year, and I am sure that the members of my staff have had theirs, and perhaps this is the greatest one with which we have found ourselves confronted, and I give Mr. Cooper notice now that he must prepare to speak for himself because he is a married man. (Applause.)

I wish to thank this Convention, however, from the bottom of my heart not only on behalf of myself, but on behalf of every member of our staff for the extremely kindly sentiment which has been expressed here to-day, and we would be strange fellows indeed after closing a year with the amount of work we have had, if we did not appreciate and put the very highest value upon such a tribute and testimony to our services

as has been expressed to-day by this 32nd Annual Convention.

There are great duties in connection with our offices, not only at the head office but at all the branch offices, and I wish to say just here that perhaps those of us who are not altogether acquainted with the circumstances do not appreciate fully the difficulties of the work at our branch offices. In some branches the members are not as plentiful as they are in Toronto. The work is there to do just the same, and the Secretary must labor under a great many difficulties that a Secretary will not feel where he is at the head office surrounded by so many members of his Executive, and so many of his committeemen; and I would like to pay an especial tribute of appreciation on my own behalf to the branch secretaries of our organization at Halifax, at Quebec, at Montreal, at Winnipeg, and at Vancouver, without excepting any one of them.

I have only to say, gentlemen, that we do appreciate very heartily, indeed, the kindness that you have shown in such a resolution as this. We appreciate the advantages that come to us as young men in an organization of this kind. We appreciate the sincerity and the ability of the men who are working with us and directing our every effort, and we appreciate, perhaps above everything else, the place that this Association occupies in the development of this country.

I cannot express too strongly, gentlemen, as one who has formed decided opinions upon this matter that the Canadian Manufacturers' Association is an association in its organization and its deliberation and all its work of which every member has a reason to feel proud, and for which Canada herself and her Governments from the Atlantic to the Pacific should feel thankful that such an organization as ours is here to watch the interests of our country, to help develop our great resources, and to bring us at last to that great goal which as Canadians we are looking forward to. I thank you very much. (Applause.)

MR. COOPER

Mr. Cooper: Mr. President and Gentlemen,—I find this morning that trite remarks on the part of the secretaries are appreciated. I shall make mine exceedingly trite. Mr. Younge has told you of the troubles in general of the secretaries and of my own in particular. I hope the day will soon arrive when he will have as many troubles—as many particular troubles—as I have myself. He is much better situated than I am to take those troubles upon himself, inas-

much as the troubles of the Association, I fear, have already worn heavily upon his head. (Laughter.)

Seriously, gentlemen, I appreciate the very kind remarks of the mover and seconder of this motion, and also of our late Quebec Vice-President, Mr. McGill. I regret exceedingly that our Montreal chairman, Mr. McMaster, is not with us to-day, and it is only on account of severe sickness among his staff in responsible positions that deters him from being present at this annual meeting. In Montreal we have some work of much importance upon our hands, chiefly along the lines of technical instruction, and I hope before the year is out we shall be able to issue invitations to the members of the Canadian Manufacturers' Association to attend the laying of the cornerstone of a grand technical institution, a movement that has been initiated entirely by the manufacturers of the city of Montreal. (Applause.)

In conclusion gentlemen, I again wish to express my gratefulness as well as that of the other secretaries for your kind resolution of thanks, and I can only say as we grow older in the service we shall be able to discharge our responsibilities and duties with more capability. (Applause.)

THANKS TO EXECUTIVE

Mr. J. Ransford: I do not wish to take up the time of this meeting, but I feel it would be a great lack on our part if we disperse without giving a hearty vote of thanks to the members of the Executive Committee of this Association. gentlemen like I speak of, who have given so much of their time to the work of the Association during the past year. I feel that we cannot express too heartily our keen appreciation and our thankfulness for the work they have done. I, therefore, have much pleasure in moving that a hearty vote of thanks be accorded to the members of the Executive Committee of this Association for their services during the past year.

Mr. J. M. Fortier: I second the motion.

The President: You have heard the vote of thanks to the gentlemen of the Executive of last year. I think they all deserve it, and deserve it well. I ask a standing vote as before.

The motion was carried by a standing vote followed by three cheers for the Executive of last year.

MR. GEORGE REPLIES

Mr. W. K. George: Mr. President and Gentlemen,—On behalf of the members of the Executive of last year I beg to thank you very heartily for the manner in which you have received this vote of thanks. The members of the Executive undoubtedly have given, and do give, a great deal of their time to the work of

the Association. That is necessary on account of the vast amount of work that comes before us, but, as I have previously said in the hearing of many of you, I believe every member of that Executive Committee receives in return far more than they give to the work of the Association. Speaking for myself, I realize and recognize that I have gained information, knowledge and experience in attending to the work of the Association which it would have been absolutely impossible for me to have obtained through any other school or any other source; and I recognize that information, that knowledge and that experience in its broadening effect on me has certainly vastly repaid me for all the work I have done in connection with the Association. I hope and believe that every other member of the Executive realizes and appreciates the value of the Association which Mr. Younge has drawn our attention to as a factor in the development and in the drawing together and uniting of our country into one composite nation, drawing together different parts; and when we go from end to end of a country and we come in touch with each other we realize that our interests may be made so that they are one, and that we are all interested in the development of Canada, and we all hope to make Canada what she ought to be, and what we believe she will be, one of the foremost nations on the face of the earth.

Gentlemen, I beg to thank you very heartily on behalf of the Executive Com-

mittee of last year for your kind vote of thanks for our services.

The President called for three cheers and a tiger for the Press, which were heartily given.

Mr. Livingstone (Globe): Mr. Chairman and Gentlemen,—I can only say that we are all too busy to do anything more than thank you for your very cordial expression.

THE TREASURER THANKED

Mr. P. H. Burton: I wish to move a vote of thanks to our Finance Minister, Mr. Booth. You expressed your appreciation of his services last year by making him a life member. I may say, as far as the Executive is concerned in Toronto, whenever any financial matter is referred to the Finance Minister, and he pronounces upon it, we think it is all right. Consequently when the arrangement with regard to the fees is made, and Mr. Booth says he is quite satisfied, we feel quite satisfied; and I hope if Mr. Booth finds he wants a little more money he will come forward and say he wants it, and we will be satisfied to give it to him.

Mr. C. A. Birge: I have great pleasure in seconding the motion. He has done noble and long service to this Association, and may he live many years longer to do the same thing. (Applause.)

The President put the motion, which was carried amid applause, and three cheers and a tiger given for Mr. Booth.

Mr. G. Booth: Mr. Chairman and Gentlemen,—I thank you most sincerely for this kind expression, but I have to say that with the growth of the Association my duties have not grown, in fact they have decreased, and that is all owing to the splendid staff that we have; and I would sooner talk about that staff than talk about myself, and the only thing I think about is that we don't pay them enough. They have made my burden so light I have really had nothing to do. All I have to do is sign cheques and deposit the money, and it is not a very onerous thing, and I can thank you for what you have said, but if you would do a little more for the secretaries I would be very much pleased.

Mr. Birge: Coming from the Finance Minister that will settle the question.

The President: Gentlemen, we will close the business proceedings for this year by singing "God Save the King."

After the singing of "God Save the King" the Convention closed at 12.45 o'clock p.m.

At 3.30 p.m. a complimentary drive was given, tendered to the delegates and their friends by the city of Toronto.

In the evening, at 8 o'clock p.m., the annual banquet of the Association was held in the European dining-room of the King Edward hotel, immediately preceded by a reception in the banquet hall. Both the reception and banquet proved a great success.

THE CONVENTION BANQUET

Many excellent speeches delivered and much enthusiasm evinced by the large gathering present

At 9.45 o'clock p.m., after the serving of a well-selected menu, the President, Mr. George E. Drummond, of Montreal, who acted as toast master, rose and said: Gentlemen, the night is young, but we have quite a lot to do yet, and I ask you to fill your glasses and drink to the most tactful Sovereign that perhaps the world has ever seen.

This toast was responded to by the giving of three cheers and a tiger, followed by the singing of "Rule, Britannia."

President Drummond: Gentlemen, the next toast which I have the honor to present in this city of Toronto and in this Province of Ontario is "The Lieutenant-Governor of the Province." (Applause.) I do not think any Government ever made a better appointment. I know in the Province of Quebec we took it as a good omen for the future that a gentleman who is not by any means a politician was chosen for this high office of

Lieutenant-Governor. (Applause.) We must commend that in our Government. I give you now the "Lieutenant-Governor of the Province of Ontario."

The giving of this toast was responded to by the singing of "For He's a Jolly Good Fellow" and the giving of three cheers and a tiger.

The Hon. William Mortimer Clark, Lieutenant-Governor of the Province of Ontario, on rising to speak was greeted with applause. He said: Mr. Chairman and Gentlemen,—Allow me to thank you for the very cordial way in which you have proposed my health, and you, gentlemen, for the very cordial way in which you have responded to the toast. It affords me very great pleasure to be here this evening, and I thank the gentlemen connected with the Manufacturers' Association for the privilege they have conferred upon me in permitting me to spend this evening with you. The assembling together of so many gentlemen interested in the commerce of

our country from one part of the Dominion to the other cannot fail to be of the very greatest importance and followed with the very keenest interest by every citizen of Canada. The very fact of you, gentlemen, meeting together is in itself a consideration to each of you; you are brought face to face; you know each other better now than you have done in the past; a good deal, perhaps, of sectional interest may be more or less modified by your meeting together from time to time, and I have no doubt that what has been said at your meetings in this city will have a distinct educational effect, not only upon yourselves, but upon the people at large. I think those who have read the reports of your meetings, and have followed with some interest what you have said and done cannot fail to take more than a languid interest, which, perhaps, they took in the past, but they will in the future be more deeply interested in

these great questions which so profoundly affect the welfare of this community. It is very appropriate that the close of the Exhibition which we had recently in this city should be I may say, celebrated by this great meeting. The two meetings are entirely appropriate and akin to each other. I think that the Exhibition which we have had recently in Toronto has proved a magnificent success, and will do an immense amount of good to the whole community. (Hear, hear.) In coming out on one of the ocean steamers lately I found a number of English gentlemen coming out to visit this country for the purposes of pleasure and to increase their stock of information in relation to the country. I was very much struck with this fact: they seemed to take no note whatever of the eastern provinces; their whole thoughts and attention were directed to the great Northwest. They seemed to know little or nothing of Quebec, of the Province of Ontario or of any other province except this great, mysterious Northwest of which they had all heard so much. I was the means of inducing several of these gentlemen to come to Toronto, for it had not been their intention to visit even this city; they were passing on to the Northwest. They went to the Exhibition and saw it, and some of them told me it was a perfect revelation to them. They had no conception whatever of what this country could produce, and they thanked me very much for having directed their attention to the Exhibition. I cannot forbear from expressing the deep sense of obligation which we feel in Toronto, and I think which the whole Province of Ontario, and in fact the whole Dominion should feel towards Mr. McNaught and those gentlemen associated with him. (Hear, hear.)

IMPORTANT QUESTIONS

The most important questions, gentlemen, have occupied your attention during your meetings, and I have read with very great interest, and I may say education and improvement to myself, the

resumes of your debates, which were given in our daily papers. The two great questions which have occupied your attention, perhaps, of the greatest interest were those of labor and the tariff. We know how seriously this labor question has affected the prosperity of our country; how it has held back a great deal of the development which would have taken place. The labor problem is one of profound difficulty. It is impossible for us almost to predicate what the result of it will be, but I trust your deliberations and the views you have communicated to each other will have some effect in, if possible, modifying the great difficulties under which we labor.

Nowadays the question of tariff seems to be in the air all around; it seems to be associated more or less with the question of the consolidation of the Empire. It is, perhaps, improper for me to enter upon a discussion of any such question at this moment, but I have no doubt that your deliberations will do a great deal to affect the ultimate outcome of this whole question, and when I look around these tables and see so many gentlemen of such marked ability and great skill and experience in the various branches of commerce in this country I feel these questions will be settled, and settled to the satisfaction of everybody.

MR. CHAMBERLAIN

We have all heard of the resignation of Mr. Chamberlain which has apparently taken the world by surprise. Those who are living in England and those recently visiting England were not so much, perhaps, surprised at it. I have heard a great deal about the question which has been raised by Mr. Chamberlain. I don't think that is exactly a proper way to put this matter. The questions which have been brought so prominently before us by Mr. Chamberlain were not originated by him, but have been thoroughly discussed, quietly and thoughtfully, by many men throughout the whole Empire. (Applause.) I have every confidence that the outcome will be the more perfect consolidation of the Empire. (Hear,

hear.) Gentlemen, I am heart and soul an Imperialist. Some persons say that Imperialism is akin to Militarism, and that any man who is an Imperialist is a man who is full of military ideas and ideas of conquest and all that sort of thing. I do not think that is the true significance of what Imperialism is. I take it a man who is an Imperialist is one who wishes for the consolidation of the Empire—(hear, hear)—who is not going about in an aggressive way asking every man to tread upon the tail of his coat or anything of that sort, but he is a man who wishes to see this Empire consolidated in order that those great principles of law and liberty which have been the mainstay and glory of our country should be perpetuated wherever our flag is flown. I have no doubt that under the deliberations of such men as I see before me to-night and of those illustrious men who form the advisories of His Majesty in Britain that some scheme will be arrived at by which this consolidation will be made more and more effective, and that every man of us, whether he be Australian, or of New Zealand, or Canada, or London, or Scotland or Ireland, may feel himself to be at home wherever he is; and that our young men, whether they are in Britain or here, wherever they may choose to cast their lot, will find themselves under a consolidated Empire, and living under those glorious laws which have given such magnificence to our British nation. (Applause.)

President Drummond: I will ask the Secretary to read the letters of regret.

Mr. R. J. Younge: Regrets have been received from the following: The Right Hon. Joseph Chamberlain, the Right Hon. Sir Wilfrid Laurier, the Hon. Mr. R. L. Borden, the Right Hon. Sir Richard Cartwright, the Hon. W. S. Fielding, the Hon. James Sutherland, Mr. F. D. Monk, M.P., the Hon. P. R. Roblin, the Hon. S. M. Parent, the Hon. George H. Murray, the Hon. L. K. Tweedie and Mr. E. S. Clouston. The reading of each of these names was greeted with applause.

PRESIDENT DRUMMOND

President Drummond: Honorable Gentlemen and Gentlemen,—Personally I esteem it a very great honor, indeed, to preside at this magnificent banquet of the captains of industry of Canada, and to have with us such distinguished statesmen and legislators as we have here to-night; all Canadians, every one of us; all trying in various ways to arrive at the same end, the good of Canada. (Hear, hear.) I am especially glad, gentlemen, that we meet to-night in the old city of Toronto. We used down in Montreal to

talk of Toronto the Good. Gentlemen, we can now add, "Toronto, the Beautiful," and it is well deserved. In Montreal we used to think there were two good cities in Canada, only two—one, Montreal; the other, Toronto, and sometimes we had our very grave doubts about Toronto. But, gentlemen, this Manufacturers' Association, whatever criticisms we may get about being bloated monopolists and everything else, I think the people of Canada are really beginning to see we are just common

everyday Canadians, working for one common end with them, and that is, as I said before, the good of our country; and one thing more than another that this Association has accomplished in the last few years that I have known it at least has been to get us better acquainted one with the other throughout the length and breadth of Canada. Last year we went down to what I may call the cradle of the race, Halifax. To-day we are in the centre, as my friend, the Hon. Mr. Ross, said the other night,

Toronto; and we begin to get so broad that we think there are other places besides Toronto and Montreal, and we are going out to-morrow morning, a good many of us, giving up time that is valuable, to go to Vancouver and Victoria, and take in Winnipeg and Rossland and all the rest, and meet our Canadian brethren out there, and let them feel we are all working for one end—Canada. That is what this Association is doing. Now, if I may be permitted for a minute or two to speak of what we have been doing in the last few days and upon the views we take, and I have the authority of a good statesman in the city of Toronto that we at least speak out honestly what we as Canadians think ought to be done for the good of the industries of this country, and, therefore, for the good of every producer and consumer in Canada. (Hear, hear.) Speaking, therefore, if you will permit me, for your Executive as well as for myself, we take up our term of office at a period in the industrial history of our country which one can, perhaps, best describe in the words of that great poet:

"There is a tide in the affairs of men,
Which, taken at the flood, leads on to
fortune;
Omitted, all the voyage of their life
Is bound in shallows and in miseries.
On such a full sea are we now afloat;
And we must take the current when it
serves,
Or lose our ventures."

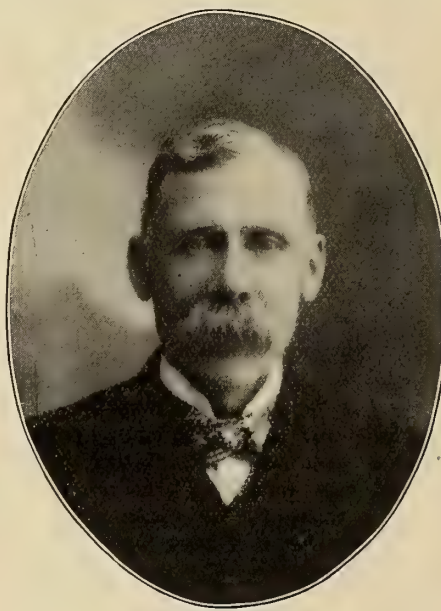
The industrial nations, particularly our Mother Country and the United States have at last, so to speak, discovered Canada. Jacques Cartier did it a good many years ago, but they are discovering Canada to-day; at least, speaking more correctly, they are discovering the need of Canada and her vast mineral wealth and her vast areas of arable land. On the one hand we have the Mother Country, who is our best friend certainly, and our tried friend and our best customer, realizing at last the immensity of our areas of arable land, beginning to form some faint idea of our vast, I think, universally required, mineral and forest wealth, and beginning, as was shown by the spirit of that great congress which met the other day, that it is time we got together to see that this whole great inheritance should be kept for the Empire. On the other hand, we have the United States, our friends to the south—rivals commercially, friends always, I hope—we have them to the south, wide awake to the fact that with the tide of emigration which has set in Canadawards will come the development, the growth in wealth and in population within the next few years that will rival at least in large measure the growth in the United States during the last forty years, and a de-

velopment that has been the wonder of the whole civilized world.

Now, the policy that has conserved, and is conserving to the people of the United States their great possessions and their nation building is a policy that is a masterly one. I think everyone in this room will agree with me in that. It has been and is a masterly one; it has built up the United States in a wonderful way. It is the only policy we think possible on this North American continent under the existing conditions. It is a policy that will build us up as it has built up the United States. I speak of the fiscal policy and the whole question of transportation.

OUR FISCAL POLICY

Our general fiscal policy at the outset of a similar career we think may well be based upon theirs. That is the position we have taken—(applause)—that is the



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position which we most respectfully take to our Canadian friends everywhere, the consumers and producers, because we are all consumers and all producers as a fact. We think that the policy that has built up the people to the south is the policy that will build us up in the north. That is the position we are taking. Free trade is impossible, even in England. They are beginning to doubt the wisdom of that policy, a one-sided system by which they give everything and receive, so to speak, nothing. (Hear, hear.) Now, if protection then is to be our policy, we want it to be efficient, we want it developed. That is, as I said before, the policy that our neighbors are following to-day, and will continue to follow, and by such a system alone on this North American continent can we expect to build up diversified industries,

and without diversified industries no nation can be really great. Diversified employment will develop our people, give them a wider view of life, and help them to a higher civilization. To utilize all the powers of body and mind in a nation you must have something that suits everybody. You cannot lay the whole burthen of national life on the farming community, upon the agriculturist; the manufacturers must bear their share of that national burden; and all we ask is that, in the interests of the farmer as well as the manufacturer, that we shall build up the diversified industries, and that the sons of the farmer who are unfitted for the farm can enter, perhaps, and be manufacturers, and manufacturers of real worth to the country. We want to have these diversified employments. (Hear, hear.)

TRANSPORTATION

As to the transportation policy, as we develop our great resources of farm and forest and mines, it stands to reason that we must develop our facilities for delivering these goods to the markets cheaply and expeditiously. That expansion must go on. We are proud of the railroad systems we have to-day in Canada, but with the expansion of the country that is coming we believe in fifteen years from now we shall have 20,000,000 in Canada, and within forty to fifty years possibly as great a population as that of the Mother Country. We must find means of giving transportation to all goods coming from the Northwest and from our millions down to the sea; we must perfect those channels that nature has given us, for in our waterways even our neighbors to the south envy us to-day. We must stand by any measure that has for its object the granting of more facilities for reaching the markets of the world. (Applause.)

TECHNICAL EDUCATION

Then there is another great question that we manufacturers are very much interested in, the question of the education of our work people. (Hear, hear.) If we are to hold our own with Germany and Great Britain and the United States we must improve our opportunities of technical education for our young women and young men who work in our factories. We want for them a practical education. Education sometimes spoils a boy, they say, at college. You have heard the story, no doubt, of the Scotch compulsory law of education by which a young boy found working in a fish shop only ten years of age was hauled up before the school, and his father was brought up also, and to show the effect of education and to show the ignorance of this boy who had been working in a fish shop he said, I will ask him a simple question in arithmetic: How much is a

pound of salmon worth at threepence a pound? (At that time salmon was worth about twenty cents a pound.) The boy scratched his head and he said, Did you say salmon at threepence a pound? Yes. Well, it wouldna be worth a damn. (Laughter.) Now, I tell that little story simply to show that what we want to-day is to get a practical education for our people, to make them use their common sense, and I think we can do it in no better way.

...ing means for higher education. Toronto stands very high, and Montreal, too, but we want our work people to have the opportunities for technical education that are offered in the United States, Great Britain and Germany. In Montreal we are endeavoring now to establish such a school. We may have to raise \$250,000 to put it up, but it is going to be done, and it has Canadian manufacturers to do it. In this and many other ways this Association can be of real national service; and we are really trying to do good, even if we do not always quite agree with our statesmen and Legislatures in

what we think we ought to have. We want to raise the standard of our workmanship; we want to produce in Canada the best goods produced on the continent, or in America, or anywhere else in the world, something to be proud of; we want to hold our home markets, and we want to exploit the foreign markets and see our products are sent there safely; and we are doing, I think, a splendid work in that department in this Manufacturers' Association. At this important period, as I said before, in the history of this country, when we are standing on the threshold of a future greatness, we are equipped to do a national work, and will do it loyally, but we do ask our Governments, whichever may be in power, to do what they can in a Canadian way to help us here in Canada to build up Canada; to do everything that is possible to be done in the workshops of Canada rather than let it go to some foreigner. That is what we ask. We do not ask in regard to this tariff of ours that it shall be on every item raised, but wherever it is needed it

shall be raised. It may be that on some items it might be better to lower it. We want an intelligent examination of the items, and I believe we will get it. (Hear, hear.) I believe in this great national and non-political Association—because we are strictly that to-day—that when we go to our legislators we will find they are just as good Canadians as ourselves, and that they will examine carefully to see what is the best thing to do. We want them to understand that it is a spirit of moderation we are going to them in.

I apologize for taking up so much time when you have so many speakers before you. (Voices: Go on.) But I did want this first time as I stood here as your President just to put ourselves, perhaps I have done it feebly, plainly before the people of Canada as to the objects of this Association and what we hope to do in the future for our country.

Gentlemen, I am going to ask our past President, Mr. Cyrus A. Birge, to move the next toast, "Canada and the Empire." (Applause.)

PAST PRESIDENT C. A. BIRGE

Mr. C. A. Birge: Mr. President, Your Honors and Gentlemen.—It gives me a great deal of pleasure to propose to you the toast to-night which, I am sure, will meet with the hearty response and the approval of every gentleman present: that is, the toast just named by the President, "Canada and the Empire." We have been engaged of late for some time past in what we have been pleased to term Empire building, and it is a grand work—a work that we as manufacturers and the people of Canada may well be proud to be engaged in. In that work of Empire building our first duty, it seems to me, is to Canada, and secondly, to the Empire as a whole. I am sure every citizen of Canada must reflect with pride and pleasure upon the growth of this country of ours within the last few years; it has made wonderful strides and wonderful progress, and it is with feelings of pride and pleasure we look back over the progress that has been made. And in referring to our resources, I am sure we regard them with equal pride. Taking the country from the Atlantic to the Pacific, there is no country, I am sure you will agree with me, on the face of the earth where more magnificent opportunities and magnificent prospects prevail than in our own country. Nova

Scotia has her fisheries, her mines, her coal, her gold and iron, and her timber; New Brunswick has her magnificent timber belt; Quebec, her mines of various kinds, and timber and agricultural and manufacturing resources; Ontario has resources of the same kind in a perhaps larger degree; and then we come to the spreading prairies of Manitoba and the Northwest and her wonderful agricultural resources, and on to British Columbia, with the resources of her mines in gold and silver and coal, and her wonderful timber resources and her fisheries. What country on the face of the earth can present better opportunities for development and for success in growth than ours? (Hear, hear.) What country can present better opportunities for investment of money of the capitalist and the brain and energy of our people? Nowhere on the face of the earth to-day, I am safe in saying, are there better opportunities than we have here in Canada. But, Mr. President while we have these resources, and while we have these opportunities for development in growth, we form part of a glorious Empire which we are endeavoring to unite with closer bonds. We have been at work upon this for some time, and we propose to continue the work

until the result is accomplished. It is not my intention to refer to the questions that have been before our Convention for discussion, because these are all referring to this work of Empire building, because in building up any one part of the Empire, as we are building up the Dominion, we are building up the Empire itself. Forming as we do one of the largest parts of it, and forming as we do the most important colony of the whole, we are undoubtedly building up the whole.

It is not my intention to refer to the matters which have been under discussion in our Convention in the last two days. They have been before you as members of the Association, and they are before the public through the press, and I need not refer to them in detail, but I will give to you now the toast of "Canada and the Empire," and our President will call upon the gentlemen who are to respond to the toast.

The singing of the "Maple Leaf" and three cheers and a tiger were indulged in, after which President Drummond said: Gentlemen, I am going to ask Sir William Mulock to speak, to be followed by the Hon. G. W. Ross. (Prolonged applause.)

SIR WILLIAM MULOCK

Sir William Mulock: Mr. President, Your Honor and Gentlemen.—I have to thank the Association for the honor of being an invited guest this evening, and

to say what pleasure it has afforded me to be with you. No one, I think, Mr. Chairman, who is interested, and we all are in the welfare of our country, but

must derive great pleasure and satisfaction at a gathering such as this. On all sides one sees the evidence of our country's progress and growth. This hall

itself, but recently erected, is a silent witness to our progress—(hear, hear)—and there are many witnesses before me who are not silent witnesses on this occasion. As has been said by the chairman and well said, here are representatives of the great captains of industry, representatives of a great industry in Canada, the manufacturing industry, and it is a pleasure to meet you under such circumstances as the present. I do not refer merely to the frugal board, but to see before me men whose countenances give expression to their determination to live up to the doctrine they are preaching, to make Canada what Canada was destined to be. (Hear, hear.) No one who is interested, then, or in any responsible position, charged with the task of assisting in the great work of Empire building, but must derive unqualified satisfaction when associated with fellow-workers of the metal of those assembled here to-night. I listened with great interest to the remarks of the gentleman who introduced this toast. His words, his sentiments on these great and important questions are not unfamiliar to me, not unfamiliar to the people of Canada, and I think we can all testify to the important influence that he has at all times brought to bear upon the industrial life of our great Dominion. I congratulate you, gentlemen, upon your new President—(applause)—and one feature of his remarks particularly struck me and particularly touched me. When I came into this room to-night a gentleman with some surprise greeted me at the door, and remarked, Why, sir, you have entered the lion's den. (Laughter.) Yet when I listened to the mouthpiece of the occupants of the lion's den, and he tells us, and wisely tells us, that moderation must characterize the demands and aspirations of all who seek for legislative aid, I said to myself, My friend who met me at the threshold quite misapprehended the methods of the Manufacturers' Association. (Hear, hear.) But I think I must remember I am not invited to-night to address myself to fiscal questions. The atmosphere suggests that, but the toast of Mr. Birge warns me off that ground. I leave it to a more experienced man, gentlemen, in case he should be called upon to address this assembly, as doubtless he will, on the industrial affairs of Canada. I understood from the speech of Mr. Birge that this toast is really to be responded to by the eloquent Premier of Ontario, my friend at my left. (Hip, hip, hurrah!) I think with you all I was warranted in having a lingering feeling of envy because of the eloquent powers of my friend, Mr. Ross. In former days it was the practice to have the feasting follow the speaking. In fact, the idea pre-

vailed that a good dinner altogether retarded mental activity, and in consequence anyone desiring to make an effective public speech felt it incumbent upon him to undergo a considerable time of preprandial fasting, but that good practice has long since disappeared, and there are, I believe, authorities in favor of the more modern institution of the dinner preceding the speechifying. For example, I heard a story the other day of a good, charitable woman who handed out a very ample repast to a very villainous looking tramp, who, without thinking for a moment of returning thanks either to the lady herself or to the Giver of all good, proceeded to devour the things set before him. The lady, disappointed, interrupted him in his programme to ask him if he had nothing to say, expecting some little expression of gratitude. For a moment he stopped



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in his career and said, "Madam, not at this stage of the proceedings; me and Chauncey Depew always speaks better after feedin'." And so I think my friend, Mr. Ross, speaks well after "feedin'." I have heard him speak on many an occasion, and I am living to hear him speak to-night. I have often been puzzled to find out whether it is the case that he speaks better before or after. (After.) Mr. Ross, like many other good men, is a great admirer and patron of what has been referred to to-night as one of the characteristic physical features of Canada, our great inland water system and supply. (Laughter.) And, therefore, with reference to the observation of my friend, who said he always speaks better after, I would say that,

having heard him on all occasions, before and after, in season and—no, I shall not say out of season—I never thought he spoke out of season—I have come to the conclusion he always speaks best, whenever it be; always happy, powerful and eloquent, and with you I am so anxious to hear him that I shall not prolong my remarks to any very great extent, but I would say as a sort of comfort to myself that I do not think we are bound to be over-grateful to him because he always speaks well, because it is impossible for him to do other than make a splendid speech. If explanation were desired on this point I think it could be found in the experience of a certain clergyman who once found himself a fellow-traveller in a coach with a stranger. The clergyman had put off his distinguishing garb, and he listened to his companion for some time without remark. That companion was addicted to the vicious habit of swearing, and on this occasion he indulged in that weakness to a very unlimited extent. At last the clergyman could stand it no longer, and he interrupted his fellow-traveller in the course of a torrent of very original and artistic profanity to say to him, "My good man, where did you learn to swear so?" The stranger, thinking that his companion envied him, said, "Sir, no use you trying it; you can't learn to swear; swearing, like public speaking, is not an acquired art; swearing and public speaking are natural gifts." And so, my friends, I take the point that we are not bound to be over-grateful to Mr. Ross simply because it is impossible for him to do otherwise than respond to the gifts of nature. But Mr. Birge tells me I am to respond to the toast of "Canada and the Empire," and you put Canada first in this sentiment. (Applause.) Now, what may I properly say first of Canada? What I would say of Canada is this, just as once was said of a very modest little fruit, the royal strawberry: A celebrated divine—my thoughts are running in the direction of the Divine—a celebrated divine once said of his favorite fruit, the royal strawberry, I think if the Lord had really tried to make a better berry than the strawberry, perhaps He might have succeeded, but as a matter of fact He has not done so. So I would say of Canada, that if perhaps the Lord had really tried to make a better land than Canada He might have succeeded, but I think I voice the sentiments of all Canadians when I say that we have not been able to discover that better land. (Hear, hear, and applause.) We are all unanimous on that point. Certainly there is no doubt upon one point at least, that that better land is not to be found in North America—(hear, hear)—and I think we are also all unanimous upon another

point, that it is the duty, aye, and the determination of all Canadians as well to make of this better land of Canada a great and a greater Canada, a greater country, and to develop it from the Atlantic to the Pacific at every point northerly from the international boundary line, beyond which all is Canada's. Mr. Chairman, Canada must not stand still. To stand still is to go behind. It was said the strength of Egypt is to stand still. Whatever was said of Egypt will not apply to Canada. The strength of Canada is to march onward. "Onward, Canada," should be our doctrine and policy. If any nation stands still she runs a risk of falling the prey of a more aggressive or more active neighbor. Canada is not prepared to surrender her individuality, but, on the contrary, to maintain it. For Canada is, I venture to say, as she is the youngest, also the most promising of all the nations now belonging to the great families of nations of this world. She is young; it is but a third of a century since Canada was born. What has been accomplished in one-third of a century? What may we not anticipate the accomplishment of in the remaining two-thirds? I venture to

say, Mr. Chairman, when Canada comes to celebrate her one hundredth birthday, two-thirds of a century yet in the future, and when there will be assemblages on that occasion as there are to-night; when there will be gathered together patriotic, enterprising men as there are to-night, around a frugal board as is here to-night, and when some of the speakers on that occasion give expression to, perhaps, their thoughts somewhat in the direction of what, perhaps, might be uttered here, if all told just what were in their hearts, that Canada was being ruined because the wrong party was in power, or because there was some unwise Finance Minister—(A voice: No politics)—or because there was some stupid partisan discriminating Minister of Labor, or because there were some too rapacious employers, or the employees were too aggressive—if after those speakers had unburdened themselves, and had convinced themselves that the country was then on the brink of ruin, if some other orator were then to take the platform and declare in the character of a historian, whose duty it would be to record the fact, what were the facts, I think I am safe in pro-

phesying that at that time, two-thirds of a century hence from now, considering the country we have, that speaker will tell the audience of that night that on Canada's one hundredth birthday she will have become the dominant race in North America, and her northern latitudes and her invigorating climate will have established her as the happy breeding ground of a brave and a hardy and dominant race of men; that her great resources, the energy of her people and the geographical position she occupies between two great commercial oceans of the world, the Atlantic and Pacific, will by that time have made one for Canada, both political and commercial supremacy; and, sir, that speaker, I think, will rightly tell his audience that night—we may not all be present, but he will tell those who are present—and I think he will tell them truly that then, as now, Canada is the strong right arm of the British Empire, and that as the years have rolled by time has but added to the strength and power and glory of that great world Empire to which it is the pride of all Canada to belong, and of which we now form, and as time goes on will continue to form, no inconsiderable part. (Applause.)

HON. GEORGE W. ROSS

The Hon. Mr. G. W. Ross, on rising to speak was greeted with applause, the singing of "For He's a Jolly Good Fellow," and three cheers and a tiger. He said:

Mr. President and Gentlemen, I thank you for receiving me so kindly. I thank the management of this Association for inviting me to be one of the guests of the evening. I am exceedingly glad to be with you just now. That is, when I get through. (Applause). I don't know whether I am in my right place or not. (Oh yes, you're all right.) Sir John Macdonald once apologized for being present at a gathering of the Manufacturers of the Province, and then corrected himself by saying that although he was not engaged in some of the ordinary industries of the country, that nevertheless he was a cabinet maker. I am perhaps engaged as a member of the same noble profession, though not by any means as skillful a cabinet maker as Sir John was, nor do I ever expect to make so large a Cabinet as he did, yet I hope the little one I have made will last as long as his. (Laughter), and, I might add that it will be just as useful and valuable.

I thank Sir William Mulock for his kindly reference to me. I don't know whether I make a good speech before dinner or after dinner. (Always); I don't know whether I make a good

speech at any time. I remember reading a story of a lady who chided her husband for being somewhat too bibulous and she said to him, Now, when you have enough whiskey why don't you call for sarsaparilla? Oh, says he, when I have got enough whiskey I can't say sarsaparilla. (Laughter). I have sometimes been so full after dinner—and particularly after dining with such generous hosts as we have to-night, that I have been too full for utterance, that is, for artistic and perhaps intelligent utterance. However, I have been directed to speak to the toast of "Canada and the Empire." That has been already very well spoken to by Sir William Mulock, and if I could only serve my Province of Ontario as efficiently as he has served the Dominion of Canada as Post-Master General, I think I would feel honored in speaking to this toast, and better qualified for doing so.

AN ADMIRABLE ADDRESS

Now, you have had a very interesting meeting, if you will permit me to say so. You have had an admirable address from your retiring President; it is fully as able a speech as our Lieutenant-Governor is in the habit of delivering at the opening of the House, and that is saying a good deal for him. It is comprehensive; it was calm in its state-

ment of the facts; it was generous in its references to those who might probably disagree with the views expressed, and it, in my judgment, took what I am glad to feel is being taken more generally now by the people of Canada than ever before, a large and comprehensive view of the commercial situation, (hear, hear); the view required. For, as I had the pleasure of saying the other night, while we recognize the great industries of Canada as most important elements in its prosperity, manufacturers even can't afford to say that they alone are the builders of Canada or the builders of the Empire; they are partners with the agriculturalist and with the school master, and with the artisan; the man who sweats and toils; the man who ploughs and scatters the seed over our rich soil; the man who ploughs the seas, who guards our commerce, who fights our battles in whatever position in life he may be placed. We are all partners and I am delighted that that is the tone, the generous and comprehensive tone given to this meeting of the Manufacturers' Association of Canada. (Hear, hear). It is not the meeting of a parish club, it is the meeting of a great Canadian Club. (Hear, hear). We have a large outlook and a national outlook, and with generous sympathy towards all the fellow-workers in every department of industry or investigation.

THINGS NOT UNDERSTOOD

Referring to the industries of Canada and particularly to our manufacturers, there are a few things about the commercial situation that I do not yet quite understand. For instance, I do not quite understand why we import in Canada such a large quantity of manufactured goods. (Hear, hear). We import on an average \$20 per head, or total importation say of \$200,000,000; assuming that half of these are manufactured goods—and that is in the rough, we import on an average say \$20 a head. Great Britain imports on an average about \$10 or \$12.50 a head of her population, and the United States imports of manufactured goods about \$4 per head. Now, why this great disparity between Canada, the United States and Great Britain? It may be accounted for in many ways. We are a young country; we require more capital; that is one of the reasons. Perhaps, we require more skilled labor. (Hear, hear). Perhaps we require a further development of our natural resources. All these contribute to the fact that we are obliged to depend upon the manufacturers of other countries more than either Great Britain or the United States do at the present moment.

HOME MARKET

I mention this for one or two reasons. First, to show that there is still a large home market which you have not yet supplied by your own products. Otherwise we would not need to import as much as we do. We do not import for fun; we import because the goods are wanted, and we must have them. We must have woollens to wear, particularly in this Arctic climate, and we must have cotton to wear, but why might we not look forward to the time when by the development of our native industries, large additions to our capital, and still further additions to the great army of working men which you require. I say might we not look forward to the time when we will import less and depend less upon the foreign manufacturers? (Hear, hear). I have no grudge against the foreigner in this respect, and yet to my mind he is in some respects like the absentee Irish landlord. The complaint against him was that he took the profit of his Irish estates and spent them in a foreign country. The foreign manufacturer spends the profits of the goods he sells in this country to build up the industries of a foreign country. (Hear, hear). Now, we want to exchange this absentee landlord for a local landlord. (Hear, hear), and manufacture our own raw material and spend the profits of that industry in building up this great Province of Ontario. (Hear, hear).

That is one observation I make, and I make it with due regard to our standing, for we are not to blame for the present condition of things. We are growing out of it very rapidly, and with the enterprise which I see before me which I believe is characteristic of Canadians, I am sure that that condition of things will be very much changed, and instead of sending our own people, or allowing our own people to go abroad as they have been doing for many years to build up the industries of another country, our people will be returning to their native haunts as doves to their windows to build up the industries of our own dear land.

UNITED STATES GOODS

Then, there is another thing I do not quite understand, and that is why we buy such large quantities of goods from the United States, while they buy so little from us. (Hear, hear). There is something anomalous about that. Can't we make as good goods as Americans? Are we wanting in skill? Then why do we buy so much from them? And what are the physical or commercial conditions which prevent us selling to the Americans proportionately as we sell to Great Britain? We bought from them last year, say \$120,000,000 worth of goods; a good deal of it was raw material; a good deal of it was raw cotton; a good deal of it was coal, and so on, and yet, they bought from us only \$66,000,000 worth of goods. There is a disproportion in that which I believe ought to be corrected, and ought to be corrected in some way. Now, that is not the fault of our produce, as far as I can understand it, for I think that the produce of our factories is equal in quality to the best qualities of the United States. (Hear, hear). I think that can be safely said. We bought \$17,000,000 worth of iron goods from them last year—iron and the manufactures of iron. Is there not a large field there for such an industry as Mr. Drummond represents in the Province of Ontario in the manufacture of iron and steel? We bought from them \$2,000,000 worth of paper and manufactures. Is there not a large field there for our pulp industries, and the manufacture of paper in Ontario and in Quebec, or any other part of this Dominion? And so on. Now, that is the condition of things which we had better correct as quickly as we can. (Applause). In the other case our money is being drained to build up industries that are being strengthened to be competitors with ourselves, and the sooner that is corrected the better for the Province of Ontario and the Dominion of Canada. How that is to

be done is a very difficult problem. It is not to be done by a simple adjustment of the tariff law. We must remember that the American is a very skilled artisan, that he is inventive, that he is capable of large powers of organization, that very few captains of industry understand better the economical management of large concerns. Have we that power of organization? Have we that capital? Have we the natural facilities of water-power, electrical power, and such other powers as are required to give us these facilities. (Yes). I think we have, as my friend here says, even greater than in the United States. Then, bearing this in mind, we have a large objective point to work to, so to fill our own factories with skilled labor, and so to invest our capital—and we have many millions in our savings bank yielding but three per cent., that in industries would yield a far larger dividend—so to invest our capital that we will supply this great flood of manufactures; that we will supply our own home market and our own demands with goods of our own manufacture rather than from the United States. (Hear, hear). In that matter, too, as I said a moment ago, the matter of tariff enters. That I am not going to discuss, it is not within my Province. I have only one opinion about the tariff and that is that the only true basis upon which any intelligent community can frame a tariff is according to their own exigencies and their own natural conditions. (Hear, hear). There is no mystery in the principle of the tariff. If it suits us that is all I care about. (Hear, hear). If it is best for us it is best for all the Colonies of the Empire, and the Empire as well. A tariff must be adjusted to our business exigencies, just as we adjust our food to our constitutions. Some are vegetarians. I don't know whether you would say free-traders are vegetarians or not. Some require a mixed diet. I think our tariff is more consistent with a mixed diet than with the vegetarian diet. It must not be too stimulating or disease will ensue, but it must be vitalizing at least, and, if it is vitalizing and makes us Canadians strong industrially without doing wrong to anybody else, then we have reached the standard of perfection in tariff. (Hear, hear). How to work that out is no easy task, as you know, as my friend Sir William Mulock knows, and as Mr. Paterson, the Minister of Customs, knows, and I am laying down no obtruse or occult principle when I am laying down this general principle. But the principle I want to keep in mind is, as Canadians are now practically a nation, as Sir Wilfrid Laurier was good enough to say, as Canadians have now

passed through the period of adolescence, and have grown practically to the standard of manhood, that Canadians should see how they can best fortify that manhood by enterprise, by fiscal arrangements, and by adjustments in regard to tariff, by improvement of the systems of transportation across the Continent, and to our natural seaport, Liverpool, and in any further way play the part of men. (Hear, hear).

MARCHING ORDERS

Lord Beaconsfield said long ago that timidity was not the language of politics. I am delighted to notice that Mr. Balfour and Mr. Chamberlain say now timidity is not the language of British politics. What has Hecuba to do with me or me with Hecuba? What has Russia to care for Germany or France, and why should Canada sit humbly at the feet of the United States or any other country. (Applause). Why should we wait for orders from anybody? Our marching orders are to take possession of this full land from forty-nine to the North Pole. (Hear, hear). Our marching orders are to fill these prairies with millions of people and to send a shower of gold, or as a shower of manna to the markets of the world, the produce of these mighty prairies which are our heritage. Our marching orders are to make our own iron and steel from the ore which nature has planted in those Laurentian Hills which fortify us upon the north and south. Our marching orders are to make a passage for the fleets of the world through our inland seas and our great rivers, that they may bring the treasures of commerce to the markets of the east. (Applause). And if we are faint-hearted and feeble-minded, the generations yet to come will scorn the names of their fathers, and will say we have been untrue to the obligations which Providence imposed upon us. We are here as the contingent of that great army of Canadians engaged in one branch of nationalizing the industries of Canada. I believe you will be true to your marching orders and fulfil the obligations which are imposed upon you in taking the natural resources of this country, and with the Midas touch of gold so changing them that what is raw material now will be a marketable commodity to-morrow, and from your right hand the nations of the world will receive the products of your skill and industry.

RECIPROCITY

Now, there is another thing I do not understand in regard to Canada, although I have lived in Canada all my life, and I will not tell you how long that is just now, (a voice: Twenty years). Twenty years. My friend is

right. I cannot understand why some Canadians are so anxious for reciprocity with the United States. I am not an enemy to commercial relations with the United States or any other country, but I do feel that there is a danger in us entering into a reciprocity treaty with the United States unless it is so carefully considered as not to place us at the slightest disadvantage, and that is a most difficult problem. In any case there are difficulties, I believe. As a very distinguished man, whose name I need not mention here, said: that if the reciprocity treaty of 1854 had not been repealed for twenty years after the time it was, Canada would be practically absorbed in the United States. I am not afraid of political absorption; I don't think that is possible now. It might have been possible at one time, I don't think it is possible now. I know it will not take place during the present generation at least, for that would not be tolerated by the present generation. I believe moreover that your artificial market which would be created by reciprocity, would be in no case as good to us as the natural market we now have in Great Britain. Given an artificial market, terminable at the caprice of one of the parties to that treaty, and the moment you have it created, by a similar caprice, it may be shattered to pieces and immense industries ruined by the stroke of some presidential pen. That would be an unfortunate condition indeed. I prefer, therefore, looking to a market that is natural, that is almost inexhaustible in its demand upon whatever we have to sell; a market where our friend stands and takes toll, not an opponent; a market where no natural or artificial condition that we can see is likely to be impaired at the caprice of either of the parties of that market. Besides, we have spent a great many millions now in directing our lines of transportation towards Great Britain. We have spent \$70,000,000 on the Intercolonial Railway; we have given fifty or sixty millions to the Canadian Pacific, together with a large area of land; we have spent or are proposing to spend—well, I can't tell how much—(Laughter), sixty or seventy millions on the Grand Trunk Pacific, and I am not particular how large a sum it is. It is going to double the production of Ontario, (hear, hear), and double the transportation facilities of Canada, and it is worth a great deal of money. We have subsidized steamers to the Old Land, and we are subsidizing steamers to France. All these trains for the future growth of Canada are being laid, and it is as if a farmer would have cleared his land, built his barns and prepared his storage facilities in his granaries, and when all these

were built he would turn his face in some other direction. We have already laid all our plans for a tremendous commerce for Canada, and happily that commerce is growing with leaps and bounds. The productivity of our people is phenomenal. We export now per head more than twice as much as the people of the United States, notwithstanding their wonderful enterprise. (Applause). That gives promise of wonderful development for Canada. That being so, I think we should with reason and judgment and calmness and kindness even towards our neighbors keep our faces steadily towards the east, towards Great Britain, who is ever ready to receive the best we have, and to pay for it in British gold, and there is no better currency in the world. Further, I am not hankering for that change in our fiscal relations that would put our Canadian market for one hour at the caprice of any treaty that might be negotiated with the United States or any other country.

BRITISH MARKET

Then another thing I do not quite understand, and you will see I am looking for light to-night, that is why we have yet got such a small foothold in the British market? We have been allied with Great Britain for a great many years. Britain has known of our existence; she has sent wise men to govern us; she has helped to make laws for us; she regards Canada or has for many years as a very important colony. We think we are scions of the old Anglo-Saxon stock and yet somehow or other we have got but comparatively a small foothold in the markets of Great Britain. Out of six hundred and forty-six million pounds of bacon consumed in Great Britain, we only send forty-three million pounds, a trifle and a small per cent. of what they consume. Out of four hundred and fourteen million pounds of butter consumed in Great Britain, we only send twenty-four million pounds, and Denmark sends something like seventy-four million pounds; and out of all her consumption of flour the United States send ten million barrels, whereas we only send about a million barrels. Some how or other, the United States have got into the Imperial market on a much larger scale than we have. I mention that for two reasons, first of all, that we might feel there is a market for us somewhere, and a market for us among the members of our own family. By no power that we possess as agricultural people can we overfeed the English people with bacon or with ham or mutton or pork or butter or with tea. Give the Englishman three meals a day in ordinary health—four he will

have if he can get them—and he can consume twenty times what we produce at this present moment. It is our business to get that market; it is our business to wrest it from the people of the United States; it is our business to see that the goods we send there are as good if not better than those sent by every other country or by any other country; and I say that in order that everybody may feel that there is no limit practically to the market that awaits us, only want of energy and want of skill. And I say it for another reason, to show while some people fret a little at the large accessions to our population in the last few years, that twenty million of people in Canada cannot over-stock that British market on which we have scarcely entered at this moment. Britain imports 100,000,000 pounds sterling in a year of manufactured goods, and we send only \$18,000,000 worth. Why doesn't our furniture find a market in Great Britain to a larger extent than it does? Are there not many things obtained by us in other countries that we might sell? I am delighted that my friend, Sir William Mulock, or the Government he represents, has recently made an effort by quasi-consular agencies in Great Britain to exploit the British market for the Canadian farmer and manufacturer. We want a score or more of such commercial agents; we want them in England, Ireland and Scotland. They only need to know what we are and what we can do to reach forth a helping hand to us. I need not say a helping hand, but to reach forward and take what we

offer to them as the price of our intelligence and skill.

IMPERIAL RELATIONS

Now, this brief outlook of the situation brings me back to the point from which I started, and that is that our position in the Empire and our happy relations with the Imperial Government at this present moment enable us in a sense, in a better and higher sense than ever before, to take advantage of that market in our own interest. The attitude of Great Britain towards Canada was never as friendly as now. We never had as many visitors from the Old Land as we have had during the last few years; intelligent visitors all of them, and none more so than my friend, Mr. Brassey, who sits at my left hand. We are well represented in the Old Land by the nestor of Canadians, Lord Strathcona. (Applause.) We were never better represented in the Colonial Office than we were by the Right Hon. Joseph Chamberlain. (Applause.) These are all favorable circumstances and if by some process we could inspire our own people with a manly confidence, not a confidence begotten of superciliousness or arrogance, but a manly confidence in that Saxon fibre which is interwoven in every part of our frame, and with that manly confidence in the integrity of the institutions under which we exist, and that manly confidence in the resources of this country, the possibilities of which no one can comprehend, I am confident as the years go by every industry of this country will add to its

prosperity; every working man will receive better and more comfortable wages; skilled labor will be at a premium in every industry in the land, and there will be in the cottage as well as in the hall, in the home of the humblest artisan, as well as in the palace of the well-to-do, and progressive merchant man, a degree of happiness and comfort which never existed before.

To gain wealth is not the highest purpose of human life, although a very important purpose. To diffuse happiness, to abolish the poverty line, to raise every man to a plane where he feels he is not a serf, that he is not dependent upon the smile or frown of his employer, that his manhood is as much respected as the products of his labor—to reach that happy condition where each recognizes the other in whatever sphere he may be placed is the purpose of Canadian citizenship; and that spirit of Canadian citizenship reaching forth to the various colonies of the Empire will strengthen the bonds by which the great Empire of this century will be greater than ever it was in any preceding century, and that civilization which Britain has diffused throughout the four quarters of the globe will have a holier aspect, will have a purer purpose, and will develop a higher type of citizenship than ever it developed before. (Applause.)

President Drummond: Gentlemen, I am now going to call on our good friend, the Hon. William Paterson, to propose the toast "Canadian Industry and Commerce." (Applause.)

HON. WILLIAM PATERSON

The Hon. William Paterson: Mr. President and Gentlemen, first of all I must thank your Executive for the great kindness as well as honor they did me in asking me to be present with you at this very pleasant social gathering. It gave me a first rate opportunity to play truant for one day, for school has been keeping in a long time, we have not had any summer vacation, and to steal away even for a day to meet with the gentlemen that I see, many of whom I know, many others whom I have not the honor of knowing personally, but whose names are very familiar to me from the active part they take in the national life of this country, I can assure you it is not mere words when I say that I am indeed indebted to you for your kindness in inviting me to be present.

The honor has been done me in asking me to propose a toast the importance of the sentiment of which you will recognize at once when I speak of Canadian industry and Canadian commerce,

and I am sure you will not desire me to spend much time in introducing the subject when I am privileged to call upon Mr. George and Mr. Munro, of Montreal, to respond. My own idea of gatherings and what I have generally been accustomed to, and what I have heard when I have been in the audience sometimes is, "The proposer is speaking too long. Why don't he give us the toast and let those who are to reply to it do so?" And I would do so and not withhold you from the pleasure of listening to those gentlemen for a moment—except that your President, I think, would like me just to say a few words. (Hear, hear). What to say after the subject has been so well discussed and admirably handled, I scarcely know. There has been a good deal said with reference to tariff, and the gentlemen who have spoken have felt themselves at liberty to mention that word and dwell upon it. I once mentioned that word, and to my surprise one of my audience immedi-

ately said "Biscuits," and I couldn't see very well what connection there was between tariff, biscuits and Paterson, but he seemed to think so. So I must not say too much about tariff. I must confine myself to the toast that we have, the sentiment I have the honor to propose, which is the Industry and the Commerce of Canada.

DUE THOUGHT REQUIRED

I do not disguise from myself, and I know that you fully realize that in the industrial development of Canada, and in the commercial interests of Canada the tariff is more or less connected and inevitably must be, and it is therefore, I think, of the greatest importance that any approaches that may be made to that subject, or that in any legislation that may be attempted in that direction there shall be due thought given to the varied industries of Canada and that the tariff, whatever it is, should be arranged in the interests of the people of Canada. (Hear, hear). I need not say

much more upon that subject. I might say, of course, tariffs are not permanent. You see indications of change in the people's views not only in our own country but in many countries, and I need not say to you that my own individual view is this, that one country cannot frame a policy for itself intelligently in the interest of the people of the country, shall I say especially in a country like Canada, without it has some regard to conditions which prevail in other countries, and with which they have commercial relations. (Applause).

The industries of Canada, I am glad to say, seem to be in a happy condition at the present time. I speak of the general condition of the country. I expect that in Canada we shall have in the future as we have had in the past—I expect that we shall have in the future to a greater extent than we have had in the past, owing to the possibilities of development that there are in this magnificent country of which you and I are citizens, a period of prosperity and of development. Some things may have to be considered. Matters must be considered by those who have charge of the public affairs of the country. I think any man in a public position would be recreant to his duty if he did not give the best thought he is possessed of and use all the abilities that have been conferred upon him in devising that which is the wisest thing to be done and the right time in which to do it.

THE WEST

I am glad to know that you feel you have earned at any rate a holiday for yourselves; that so many of you will have the delightful trip which you meditate entering upon to-morrow—and I only wish I were going with you—(Come on), and of going over the vast western portions of this Dominion. Last year I believe your Association met on the shores of the Atlantic in the good old city of Halifax. I have no doubt that you were impressed with the resources of the provinces down by the sea, I mean by the Atlantic. You would see there a people thriving, prosperous, energetic. You passed through provinces as you went there in which you would see possibilities of very great development and progress as well, and now you are about to go to that other ocean, three thousand miles, nearly, of a trip you will take and all the time remembering that you started at Halifax last year, and have only broken off your trip here meanwhile to have a nice supper like this and then to proceed on your journey; and when you have gone the four thousand miles, every foot of it Canadian soil, with the British ensign over your head and when you think of

that—and I only mention it—you will at once see the immense possibilities there are for development and for progress in this country. I mention that because I do think it is the time now of all times. It ever was ripe, but now it does seem to me that with the country opening up as it is, with the enterprise that is being manifested on every hand, that there ought to be a thrill of pride in the breast of every Canadian to think that this Canada is his land, that he is a Canadian, and that he will bend every energy he has to the development and progress of this country of which we are all so proud. (Applause.)

I think I know a little, perhaps, about some of the things that my friend, Mr. Ross, says he wonders at. I think he has his own ideas and so I have mine but if there is any point he does not fully understand, this is not the place for me to instruct him. I will give him a little private talk. I may take that position, I think, because I believe I am nearly two years older than he is and recognizing my seniority, I will trespass upon it so as to enlighten him upon some of these subjects.

CITIZENSHIP

I recognize this fact, I speak in the presence of men that are engaged in manufacturing. You are the Manufacturers' Association. I have not belonged to your body. I am told to-night, and I have heard it before, and I recognize the fact that you are non-political. As far as that goes, you recognize I am fit for membership in that respect, any way. But, it is but natural that a man whose life has been spent in manufacturing and commercial enterprises, until he entered upon a sphere in which he had to abandon them, must have a great deal of sympathy with those that have been engaged in like occupations and when we say that, of course we are not speaking of or magnifying the manufacturing industries above the other industries and interests that are in the country. As has been well said, we are all citizens of the same country, engaged in different occupations, different pursuits and all those different industries are required to build up a strong and abiding nation. But, I cannot help having sympathy, recognizing the merits of the men engaged in the enterprises in which you are engaged. I say this far, as I have said before, I rejoice not only that we have enterprising, energetic business men, captains of industry, but I also recognize this fact that we have in the artisans and in the mechanics that man the factories, the foundries and the workshops of this Dominion, the skilled mechanics and artisans who are doing

their part along with us in building up the industries in which we all have a common interest and a common concern. I have always held that while it is necessary you should have the man with capital and the man with brain to direct the enterprise that that would be in vain unless he were seconded in his factory, seconded in his workshop by those men who toil with him and are giving their best energies in order to enable him to turn out the best goods that can be found in the market anywhere. There is another class for which I have sympathy, and that is the class of commercial travellers. Having been on the road for eight years myself when I was young, I know the value of that class in the community who take the wares turned out in our factories by our skilled artisans and mechanics and go abroad and offer those goods and wares for sale, and by their perseverance, and the merit of the goods have now an extended trade not only in this land but in almost all lands. That is not a wild boast I am telling you. Agricultural implements made in Canada, made in Toronto, are to be found in twenty-five different countries of the globe to-day. Let us get a little comfort while we are here to-night. Let us do not a little boasting but tell a few simple truths. Let us see how far we have advanced, and that will give us encouragement to go on in the future as we have been doing in the past. Take ten year periods, if you will. Take that in which we are more particularly engaged, the products of manufacturers. In 1883 we were supplying largely the needs of the country, and we were then exporting three and one-half million dollars worth of manufactured goods to other countries. Ten years passed, and in 1893 we were supplying still the country more and more with what it requires, and we have doubled the exports. We had gained between seven and eight million dollars of exports. Take another ten years, bringing us down to this year of grace, 1903, and from seven millions of exports of manufactured goods it is now between twenty and twenty-one millions of dollars. (Applause). So that even in this land we have no reason to feel discouraged as we view the progress we are making. I rejoice in this fact that we have not only got the foreign markets to that extent, but the increased volume that is being shipped to them shows where the Canadian manufacturer has gained his hold in a foreign country he is holding it and gaining upon it, and there is a value to us in the foreign market. The home market is your best market, but times may come when it will be very well to have a foreign market upon which your

surplus may be sold, and sold with advantage. I therefore point out to this a very hopeful sign indeed. In many lines of goods, why, in what your good President produces here, take the pig-iron, if you will, we exported nearly a quarter of a million dollars' worth of that last year. Take manufactures of steel, metals and machinery, and we have exported over three million dollars worth of that to foreign countries. Your cottons are in China and India and Japan; your pianos and organs are making melody in the countries away across the sea. The Australian and New Zealander sits in his room and as he gazes upon the walls he sees them decorated with Canadian wallpaper. In many countries—in Africa and other countries your furniture is to be found in the homes of the people. Therefore, I say, if we have not done all we desired and wished for, our progress is forward and onward, and I believe as you have done so well in the past you will continue, and you will do even better in the future.

COMMERCE

Is there nothing for us as Canadians to feel proud of? Turn to the other branch of my toast, Commerce, taking in a wider range perhaps than the industries if we are to confine the industries to what you and I are more particularly engaged in. The commerce of all the products of this Dominion of all kinds, of the sea, the mine, the forest, agriculture—take them all in and what will you see? Well, you will see I think from the figures and I won't weary you with figures, but you will see in fact in the last decade that you have doubled your exports to foreign countries. You will see the source of wealth that there is opening before us in this country. We as manufacturers, if I may

be permitted to class myself with you yet, though I have retired of course from active management—I say we all see what fields will open up when those prairies and fertile lands are filled up; those millions of acres that you privileged ones will gaze upon within the next few days—you will see there a market, a future market for your products that will tax the capacity of the factories you have got, and you will not be able to supply them unless you do in the future as many have been doing in the past, enlarging your premises and getting ready for it. The eyes of the world are turned on Canada to-day more than they ever were before. I will not weary you with statistics, you know the facts; you know that even in the United States they have turned their eyes from their own States and have picked up their possessions, and are moving and are coming in and among your free entries that swell the total of your free goods is something like four million dollars' worth of settlers effects that come in free. We let them come in free. (Applause). What does it mean for these men to settle down? One hundred thousand more farmers there? What do they want? Furniture, pianos, organs, everything, because of their houses, and agricultural implements, stone, every article that is manufactured by every man in this room, I don't care what particular line he may be engaged in. These men must have that, and you are the men to supply them and I know you will prove yourselves equal to the occasion. But, what will be the outcome of that? Is it no pride to a Canadian that he reads in the paper that that city of the west, scarce a quarter of a century old, is a greater grain receiving port than the port of Chicago? (Applause). What are the facts to-day? That down your St. Lawrence

and from your St. Lawrence ports you are exporting more grain than the great seaports of the United States. Doesn't that say that there has been progress, that there has been development, and that it has been along the right lines?

There is much for us to congratulate ourselves upon. There is brightness in the future for us that may well cheer us forward. I am only sorry that I will not be able to go with you to-morrow. I was not asked, but I believe I could get an invitation if I tried, and if I could go with you and again visit those distant provinces—I have been there more than once—and between my visits I was surprised at the progress that was made, but it is four years since I have been there, but from men that have come back and told me of what has taken place, I can see a development greater than even in the intervening time of my trips has taken place. I rejoice you will have an opportunity of seeing those fields, that you will have an opportunity of meeting with those men that are becoming fellow-citizens with ourselves. I ask you as you go to go with merry and cheerful hearts. I believe you have done your duty during the past year and you deserve a holiday. Go and enjoy yourselves and come back with renewed vigor to throw yourselves into the various lines in which you are engaged, and one and all, with a strong pull all together advance the material interests of this country.

I have much pleasure in submitting to you the toast of "Canadian Industry and Commerce," coupled with the names of Mr. W. K. George and Mr. Robert Munro. (Applause—The Maple Leaf Forever—Hip, Hip, Hurrah.)

MR. W. K. GEORGE

Mr. W. K. George: Mr. President, your honor and gentlemen, it is with much trepidation that I rise to respond to this toast, and I am sure that many of my hearers will sympathize with me, following as I do after the eloquent speakers whom you have heard this evening. I must confess, gentlemen, at the present time my feelings recall to me very well a story which I once read which I suppose many of you have heard. It was of an Irishman who had been in the Northern Army. One day in walking up the street he espied in the distance one of the famous Union Generals. Hoping that he might at least be placed temporarily on the general's pay roll, he hurried after him and saluted, extending his hand for alms.

Why don't you work? asked the General. I can't, sir, on account of my wounds. Where were you wounded? In the retreat after the battle of Bull Run. Yes, but I mean in what part of the body? There is the scar there, he said, pointing to his face. How came it you were wounded in the face when in the act of retreating? I had the indiscretion, sir, to look back. But, replied the General, a wound of that description should not prevent your working. Ah, sir, the worst wound was here, and he pointed to his breast. Ah, nonsense, man, said the General, had you been wounded there the bullet would have past through your heart and you would have been killed instantly. I beg your pardon, General, so it would,

but just at that moment my heart was in my mouth. (Laughter.)

That comes very close to depicting my feelings in having to follow such eloquent gentlemen as you have heard speak this evening. I realize, however, that it is now too late to retreat or attempt to, and expect to do so in safety. To do that and to do it successfully, one must start early. War has taught that one lesson, if nothing else, that a man may retreat from almost any position if he only makes an early enough start.

However, gentlemen, my trepidation arises from even better grounds than that, and I realize that to do justice to this toast, in answering this toast, is not only a heavy task, but would require much

time and at this hour in the evening I realize that long before I could have exhausted my subject, I would most certainly have exhausted my hearers, and I do not intend to inflict that upon you. I will only touch rapidly, hurriedly and superficially on some of the appropriate features of the toast.

OUR INDUSTRIES

As you have already heard from some of the preceding speakers, we have the very best of reasons to be proud of the achievements which Canada has already made in her industrial life. Canadian goods, as the previous speaker mentioned, are already recognized in many quarters of the earth as the standard of excellence. (Hear, hear.) We have a small population, a little over 5,000,000 people, stretching from the Atlantic to the Pacific, and in that 5,000,000 I suppose are included our Indians and probably our Esquimaux in the Northern regions, neither of whom can be considered of much advantage to the industrial life of the nation either from the producers' or consumers' standpoint. No nation, I say, with a population as restricted as our own, has achieved as much in an industrial way in competition with the other great nations of the earth as has this country of ours, and in that I think we have great reason for congratulation and for pride. It is not with any intention of remaining satisfied with what we have already done that we should consider that, but it should simply be an incentive to endeavor in the future to do more than we have done in the past. We have no intention, I say, of remaining satisfied. We want to see Canada and Canada's possibilities, which, especially its undeveloped potentialities, we believe are greater than that of any other country now on the face of the earth, developed thoroughly and well, and we want to see Canadian goods recognized more fully throughout the world in every line as the standard of excellence. We want to see the brand, "Made in Canada," looked upon throughout the whole confines of the world as synonymous of everything that is best. It is one of the chiefest things of our Association to inculcate and to develop in our members an ambition to produce the very best that can be done. No member of the Association who has ever attended any of our conventions, or met with our Executive, or come into touch in any way with the spirit of our organization but has gone back to his workshop inspired to try to do better things. (Hear, hear). Gentlemen, I claim that if we never do anything more than that our work has not been in vain. (Hear, hear). We love our country, we love our country greatly; we have an abid-

ing faith and confidence in the development of our country. We hope to see, as I said, Canadian goods recognized throughout the world as of the highest excellence, and by "goods," I mean our produce as well as our products. We want to say, gentlemen, as manufacturers we are just as anxious as the most ardent agriculturalist to see Canadian farm products put at the very top of the tree on every market in the world. This Government or any Government will receive our most hearty support in any liberal expenditure which may be necessary to bring about that result, whether it is in the establishment of agricultural colleges or sending instructors throughout the country to teach the farmers what troubles they are up against, and how to overcome them, and how to produce goods of the highest excellence, and after having produced those goods to furnish those farmers with everything in the way of transportation which may be necessary in order to enable them to transfer those products from the producer to the consumer in perfect condition. (Applause). We realize, gentlemen, that their prosperity is our prosperity. We trust that before long they will also recognize that the converse of that proposition is true. The factory and the farm must move on shoulder to shoulder, hand in hand, each interested in the success, and pleased with the success of the other, if we hope for our country's development in the manner in which we believe it is entitled to go.

DEPENDENCE ON INDUSTRIES

In an assemblage such as this, I suppose it is actually superfluous to state that we consider the manufacturing industries of a country to be of immense benefit to every one resident in the country irrespective of whether they are manufacturers or farmers. I think that possibly a specific example might make more clear to the minds of all of us just what that means, and how important the industries are to the country and the people of the country in the city of Toronto. According to the last census furnished us from the authorities we find that there are 43,875 people actually engaged in the manufacturing industries. At that time the population of Toronto was in the neighborhood of 216,000, in other words one-fifth of the total population of the city of Toronto was actually engaged in manufacturing industries. If to that one-fifth you should add first those who are directly depending on them, such as their wives and children, and the others who are indirectly dependent on them, such as their butcher, the baker, the grocer, the doctor, the lawyer, and so on, I am satisfied that I am within the

mark when I state that not less than two-thirds of the city of Toronto are actually dependent for their daily existence on the manufacturing industries located within our bounds. (Applause). I will consider for a moment the other phase of the subject, how important a city of that size is to the farming community. The city of Toronto estimates her population today at 225,000, which is under the mark decidedly. Let us also estimate that the annual consumption of farm products per head for the population of the city of Toronto will average \$60, which I think is well within the mark again. That will give as a consuming power for farm products in the city of Toronto thirteen and one-half million dollars. If a city of that size has a consuming power of that extent, is it not an immense benefit to every farmer within a great radius of the city of Toronto? And, gentlemen, the city of Toronto is, as I have said, dependent for her existence on the manufacturing industries located within her borders. Again those same manufacturing industries are the only thing which will retain within our borders our own farmers' sons. That, I think has been in the past very clearly demonstrated. According to the last census of the United States there were at the time when that census was taken 1,183,225, native born Canadians resident in the United States. Gentlemen, why did they go there? Do they go there to farm? I think the answer is self-evident. In a vast majority of cases, no. They went there to find employment in industrial enterprises, congenial to them and which paid them good wages. If it were necessary to demonstrate more fully that that contention is so, you will find it by going a little further into those statistics, when you will find that out of that 1,183,225, over 900,000 or over three-quarters are either absolutely non-agricultural or are certainly much more industrial than they are agricultural. There are twenty-seven thousand of them in the State of Connecticut. I trust that there are not many of them engaged in the famous old business of making wooden nutmegs. Sixty-seven thousand in the State of Maine. Possibly they are trying to recover what they lost through a bad blunder in the early days. 293,000 located in the State of Massachusetts, where that famous tea-party was held. One hundred and eighty four thousand in the State of Michigan. 5,000 in New Hampshire. 70,000 in New Jersey, possibly helping to feed the mosquitoes in that country. 117,000 in the State of New York. 21,000 in Ohio. 50,000 in Illinois, all practically resident in Chicago. 114,000 in Pennsylvania. 39-

ooo in little Rhode Island, and 24,000 in the State of Vermont, where a friend of mine, who is resident in that State, told me he expected to be able to make some money by buying up abandoned farms at \$1 per acre. Did these people leave Canada to go to Vermont to farm where they could buy land at \$1 an acre, abandoned and left? Gentlemen, I think we all realize and recognize that every one of these men in those States went to them because there were greater opportunities offered in the industrial life of those cities, and in a manner more congenial to them. The only way in which we can retain the people within our own borders is to offer them diversified employment which will suit their various tastes and will add to the development of our own country. What would it have meant to Canada if we had been able to retain that 1,183,225? Five cities the size of Toronto—five

cities with a consuming power five times the size of Toronto, or, in other words, \$65,000,000 forth per annum? What would that have meant to the farmers of Canada? We hope and believe, gentlemen, that this will not be repeated in the future. We trust that a policy will be worked out which will transfer to our own workshops the work that is being done now for us abroad and for which we are sending our money away. That has been so clearly, so ably and splendidly laid before you to-night by the Honorable the Premier of this province that there is nothing further to be said on the subject.

PAST PROGRESS

Gentlemen, we are very proud of the progress Canada has made. It is marvellous what she has done in the past thirty years in almost every line. The statistics which were given to you de-

monstrate what has been done. There are others which might be given rapidly and which will help to show you the immense advance we have made and how greatly it has exceeded the advance in population, showing that it must have added very greatly to the material wealth of each and every one in the country. I find that our exports in animal products in 1871 were \$12,000,000; they are now \$69,000,000. Our population in the same time has increased only fifty per cent. Our agricultural products, exports, increased from nine millions to forty-four millions; manufactures from two to twenty millions; forest products from twenty-three to thirty-six; mines from two to thirty-four millions, and fish from three to eleven millions, every one of those showing immense development, and all giving us confidence in what our country can and will do in the future.

MR. ROBERT MUNRO

Mr. Robert Munro (Montreal): Mr. President and gentlemen, I have the feeling that the President asked Mr. George and myself to fill in a few words at this stage in order to enable you to have a little time to digest the speeches that have gone before, and to prepare for those that are to follow, and, as Mr. George has given you sufficient time to make some progress in that direction, I promise you I will not be too long.

THE WORD "CANADIAN"

The toast, we must bear in mind, is very properly and comprehensively worded, the toast of "Canadian Industry and Commerce." The word "Canadian" suggests so much to us, and to-night it appears to me that it has been made to suggest to us more than all our deliberations. I have learned to-night that there is more than one Chamberlain in this world, and in the Premier of Ontario we have a Canadian Chamberlain who has told us what Canada is, and what Canada may and will become. (Applause.) Mr. President, when I think of that word Canadian in connection with this meeting I think of the work our Association has done in combining the various parts of Canada. We are not Nova Scotians, nor Brunswickers, nor Ontarians; we have in this meeting in Toronto not one, nor two, but how many men from a thousand miles away from Halifax? Eight men we have shaken hands with from Halifax in this Toronto meeting. Now, I can remember when it was far otherwise, and we claim that we have given that word Canadian a comprehensiveness now which it did not have fifteen or twenty years ago be-

cause we are one whole, and the journey you are making further west will continue still to bind the provinces more closely together. The word Canadian is to me, therefore, in the light of the Hon. Prime Minister's address, a most comprehensive and delightful word. Then the remaining words of the toast, "Industry and Commerce," are suggestive, too, because they show that we are not here as representing ourselves as the only builders of Canada. When we mention commerce we do not mean factories alone; we mean farms and forest and mines and every other source of revenue and commerce which Canada has got, and the gentlemen who will be good enough to read our reports will find those reports embrace subjects of immense interest to the community. While they have a direct bearing on our factory operations, they have an equally direct bearing on every industry, on every source of revenue and on every branch of commerce which Canada enjoys. We have made pretty free reference in our reports to matters of transportation, legislation, tariff, and many other subjects of first importance to Canada have occupied places in our deliberations; therefore we must not be spoken of as if the tariff were the one consideration before us, although the tariff forms one item—a very great and fundamental item—in the programme of our affairs. All these I have referred to have occupied their own place in our deliberations, and we feel that they are all essential to form the compact whole which Canada must be in becoming a great and independent nation. We have fortunately got into the position that

one of the ministers told us about, a happy one. We are in a happy condition. Yes, gentlemen, we rejoiced in our meetings in the fact that the tide of emigration had come our way, that the young farmers whom we could not at one time employ in Canada are now in a position to come and find employment with ourselves. Then, gentlemen, the emigration of farmers themselves from other quarters is becoming plentiful. What does that suggest to us? It suggests this among other things, that whereas the United States and other countries are gathering among them the residuum and the general surplus population of other nations, and by-and-by making farmers of them, perhaps, that here the ready-made farmer is coming into Canada and taking up our lands and investing his capital. (Applause.) The thought may have occurred to some of you, we have done quite sufficient for the present in pushing forward industries in view of how much has been accomplished, and in view of the happy condition to which reference has been made. That is not the feeling of the Manufacturers' Association. The Manufacturers' Association is possessed of this feeling: if those farmers are coming in, they in turn will help to find a population for our industrial centres. I had the honor of an interview on a recent occasion with the head of one of our greatest railroad companies, and when we spoke of, as was our object the good of technical education for the sons of our artisans, not speaking of the captains of industry and their families, but of the boys and girls, sons and daughters of our working people, we found a very hearty response;

and we admit this fact, these corporations are themselves actively engaged in the work of training men to carry out the various farm industries which their transportation systems represent. But this gentleman was good enough to say this, that on his table at that moment there were specifications for material and plans required by his company representing eleven million dollars; and he says do what I can, obtain all I can in Canada, only three millions of that could only be produced in Canada and the rest must go outside. It is not, therefore, time for us to rest. While we do feel happy and glad and thankful for what has been done, we feel the foundation is just being laid. We must make tremendous progress in advancing still further the manufacturing industries and the general commercial industries of this land of ours.

TORONTO'S INDUSTRIES

I don't know when anything pleased me so much as when we broke up on the first evening of our meeting the night before last—it must have been Wednesday night, I suppose—and I was walking down to get a little breath of air at six o'clock, I could hardly go down Bay Street or any street coming into Bay street for the crowds of young people who were crowding up through those streets, and I said, What would those thousands—for there were thousands of them—of young men and women do but for the industries of Toronto? I am very glad to endorse the reference the previous speaker has made to Toronto. I have no figures to give for Montreal. There are forty thousand people in your factories in Toronto, not because they are very great factories, though some of them are, and to think as I was working it out here that the products of these factories must be not less than seventy or eighty million dollars a year. The product of a few towns represents more than the product of the great Northwest. And, therefore, we must realize this, that the great interests of Canada are industrial. Therefore, we are speaking in this toast not only of our manufacturing industries, but of the commerce of Canada. We are the complement one of the other, the manufacturer of the agriculturalist and the agriculturalist of the manufacturer, and so it is imperative that the interests of each be preserved, and I venture to claim for our Association that we do give attention to both.

THE GOVERNMENT

Some reference was made to the Government and the right parties being in power. We do not care a fig for party. We go to the Minister of Customs because he is Minister of Customs, not because he is Reformer or Conservative; we go to them because they are the men in power, and because we have some suggestions to bring before them; and we have given the Government credit in our reports this week for very important assistance to the Association and to the country in the matters which we brought before them. We have given a speaker who has left the room unfeigned and unmingled credit for his efforts in connection with the steamship line to South Africa. We have referred in most favorable terms to another branch in which our honored Minister of Customs is interested very especially, the German surtax. In matters of tolls upon articles, in matters of legislation, and in various matters we have given the Government a most cordial expression of our approbation. Some reference has been made to the fact that our requirements have to be of a moderate nature. They will be moderate as far as we can make them, but they must be thorough, and we would not be doing our duty to the country or our fellow-manufacturers unless we went thoroughly into this matter and asked the Government in the most thorough manner to take up the consideration of everything that hinders the further development of this great country of ours. (Applause.)

We are not a set of men who do not believe in Canada. We are not grumblers in any sense of the word. We are not pessimists, though; we are optimists; we believe in the country, and we do not believe in any man that will keep it back. We want everything that can be done to be done, and as speedily as possible, to advance every interest throughout the length and breadth of our great Dominion. It is pleasant to be able to repeat our position in the presence of so many distinguished guests this evening.

CANADA AND BRITAIN

I am reminded by the presence of an eminent English gentleman, a legislator, with us this evening of the consideration of this fact in connection with emigration to which I have referred. My friend on the left, who is very well posted in these matters, having been longer in the Association than myself and longer in Canada, you know that from my tongue, but I am a Canadian just the same, he tells me in one year the pur-

chases of Canadians from Great Britain increased per capita from \$8.03 to \$10.90; that is, in the relation of eight to eleven in a single year. The emigrants that come to us, therefore, from our own land continue with us as British subjects, and they continue as British customers. You have learned this evening from the Hon. the Prime Minister how very small is the percentage of goods imported from Great Britain into Canada. We have, therefore, a double advantage to the Empire in encouraging in every way emigration to our shores. Let me express my tribute in behalf of Montreal, expressing our obligations to Toronto. There is no jealousy. There is great rivalry, but these meetings of ours have got us to know and to esteem and respect each other in all Canadian centres. We seek the advancement of Canada first, not Toronto first or Montreal first. When you sent down to ask us some time ago at Montreal, Where do you think would be the best place to have an all-Canadian exhibition? You did not suggest Toronto, of course. No, you didn't. You didn't hamper us in any way whatever, but you just asked us to get together, have a large meeting and talk over this, and tell you where would be the most desirable place to have this exhibition. Then we all met together and talked it over, and thought, well, what about Montreal? We thought of what was within a radius of Montreal. Then, what about Ottawa? and then said unanimously the central position for a Canadian exhibition, from a Canadian point of view—and that is our only point of view—is Toronto. (Applause.) We rejoice in every dollar that comes into Toronto, and every dollar you can rob us out of, bring it along. We rejoice in every industrial factory in every part of the Dominion, not because we are Montrealers, but because this bond of union has made us esteem each other, and wish each other the best of success. Therefore, some of your Montreal friends wished me to express to the friends in Toronto their great obligation for the princely manner in which we have been entertained since we have been here. (Applause.)

President Drummond: Now, gentlemen, we come to the last toast of the evening, "Our Guests." We have with us the Hon. Mr. Brassey—we all welcome him—and also the Mayor of the city of Toronto. I will ask my friend, Mr. McNaught, to propose the toast to be replied to by the Hon. Mr. Brassey and the Mayor of Toronto. (Applause.)

MR. W. K. McNAUGHT

Mr. W. K. McNaught: Mr. Chairman, Your Honor and Gentlemen.—At this late hour it would be out of place on my part to take up very many moments of your time in proposing the toast of "Our Guests." I am sure, gentlemen, that you as well as myself have listened with a great deal of pleasure to the splendid addresses which have been given you by the guests of the evening. I was more than pleased, indeed, by the speech of the Hon. the Premier of Ontario, a speech which had not only the true Canadian ring about it, and one which I think should not only be published in every newspaper in Canada, but which we ought to have printed in pamphlet form and forwarded to every Minister at Ottawa. I think if this Association could engage the services of the honorable gentleman to proceed to Ottawa and put in some missionary work for us for a few weeks it would be the best invested money we could possibly have. I was also glad to hear, and I am sure we were all glad to hear, from the speeches of the members of the Dominion Government that the day of Little Canada has gone by and the day of Bigger Canada has come, and these gentlemen were disposed to look at trade questions from a broader standpoint than we had imagined, and here-

after we will find the Government at Ottawa, no matter what section it may be, will be legislating for the interests of Canada as a whole without any idea of party advantage.

Now, gentlemen, I am not going to take up your time in introducing this toast, but I may be permitted to say this in regard to our mayor. He has to perform a very onerous duty. He comes very close in his duties to every citizen in this city inasmuch as he touches at almost every point of our home life. The finances of the city of Toronto, as people are aware, are greater in amount than that of the whole Province of Ontario, and you can readily understand that with the administration of such an immense amount of money the duties of mayor of this city are not only large, but are a great responsibility. To say that His Worship the Mayor has discharged these duties with singular ability and with advantage to the city is saying what you all know, and I am sure that you will be very glad, indeed, to have a few words from him after this toast is honored.

In regard to our visitor from the other side of the sea, the Hon. Mr. Brassey. I might say those who heard him the other night would like to hear him again. (Hear, hear.) Mr. Brassey has

gone from the Atlantic to the Pacific of our great country, and I am sure he has loaded himself with facts and figures in regard to our natural resources which he will use with advantage on his return to the Old Country; but I would like him to carry back with him also, and I think he will, a message from the manufacturers of Canada which will be somewhat like this: That while the manufacturers of Canada are desirous of building up this part of the Empire, still they have a warm feeling towards the people of the Home Land, and that we desire as far as possible to do everything we possibly can to help the trade of the Mother Country with this Dominion of Canada. I am not going to say what this Association thinks about this matter, because Mr. Brassey has heard our deliberations, and he will know from what we have said during the last two days that, although we are looking out for ourselves, as he would expect us to do, still we are broad and imperial in our policy; that, although we want to build up Canada, we also desire to further the interests of the Empire.

Without any further preface I ask you to drink the toast, "Our Guests," coupled with the names of His Worship the Mayor and the Hon. Mr. Brassey, of England. (Three cheers and a tiger were given.)

HON. THOMAS BRASSEY, M.P.

The Hon. Thomas Brassey, M.P.: Mr. President, Your Honor and Gentlemen,—The kindness of the Canadian Manufacturers' Association is unbounded. You were good enough to ask me some few weeks ago to give an address at this banquet. I refused, because it was my intention to return to England to-morrow. I am here to-night partly because I thought I had been acquiring useful knowledge and I was receiving much kindness here in Toronto, and partly because I desire to see, and I intend to see, during next week Sydney and Halifax, two ports, one of which will, I trust, become before many years are past the terminal port for a fast passenger service on the Atlantic. (Hear, hear.)

I don't suppose an outsider like myself (A voice: You are one of us; you are not an outsider), one who is not a Canadian will be considered anything else than presumptuous if he makes a suggestion as to what is considered from an independent point of view to be the most important point in the transportation problem. I have long taken an interest in this question of a fast passenger service between the Mother Country and Canada, and I believe to-day it is, per-

haps, the most immediately important question in the transportation problem for Canada.

Gentlemen, I believe you would desire me to say one or two words on a question which has occupied all of our minds so much during the past few days. Mr. Chamberlain's policy is one which I, as far as my humble abilities will permit, am determined to support. (Hear, hear.) I believe that that policy is not only good for the United Kingdom, but I also believe it is good for Canada. (Hear, hear.) As I said the other night, the policy of protection for British industry, that to which Mr. Balfour has committed himself, has probably already won the day in the Old Country. (Hear, hear.) But Mr. Chamberlain's policy goes further than that; it is designed to promote the interests of the whole Empire. I asked the question the other night, What would the population of Canada have been if for the past twenty years there had been a preference to Canada's products in the home market, to which Mr. Ross answered 20,000,000. Gentlemen, that policy which, in the opinion of a gentleman so competent as Mr. Ross, would have had that effect in Canada is

surely one which every Imperialist, whether he be from the Old Country or from Canada, ought to do his best to promote; and if in making the speech I did the other night I did not say things which were altogether pleasing to most of the Canadian Manufacturers' Association, I did so because I wished you to see that it is only by mutual concessions and mutual interchange of opinion that we can arrive at the end which I believe will conduce to the best interests of every part of the Empire. (Hear, hear.) I would like to say this further word—perhaps this is the last occasion on which I shall have an opportunity of addressing an audience in Canada—(Mr. Ross: Come again)—on this occasion I would like to repeat what I said the other night, that provided you in Canada are willing to realize you have grown from youth to manhood, provided you are willing to take upon your shoulders some share in the burdens of defending this Empire—(hear, hear)—it does not matter whether the factory is situated in Canada or in England. I hope that you gentlemen who believe in the policy of "Made in Canada" will urge upon the Government of Canada the advisability

of doing some little in that direction. (Hear, hear.) You have in Canada a large seafaring population, a population which would make admirable material for the naval reserve. We have a little difficulty in the Old Country. We have plenty of men forthcoming to man the navy in time of peace, but if we are to make use of those unparalleled resources for shipbuilding which we possess, and if we are to use all our naval force in any great struggle in which we may be engaged we must have men to man our ships. The supply of naval reserve men in the Old Country is diminishing. Is it not possible for you in Canada to build up a naval reserve available to man the ships of His Majesty's navy in the event of war?

Gentlemen, one word, and one word only, in conclusion. I have been described by one of those numerous re-

porters who have been endeavoring to interview me in the last few days as a pessimist as regards the question of Imperial Federation. Fifteen years ago and more I made up my mind that I would devote all the best qualities of my life to furthering the cause of Imperial Unity, and, gentlemen, I have done so. (Applause.) I have been asked to express my opinion during the last twenty-four hours, at times seasonable and at times unseasonable, on the recent Cabinet crisis in the Old Country. I tell you now that in my opinion Mr. Chamberlain, by his resignation from the Cabinet, has taken the best possible course to further the cause which he and I have so much at heart. (Hear, hear.) He has made a great sacrifice by giving up his position as Minister for the Colonies, but he is desirous to have a free hand to educate public opinion in

the Old Country on this great question of preferential trade with the Empire. I, as many of you well know, have felt it my duty, although I have been associated for fifteen years with the Liberal party, to sever my connection with that party because I believed it was taking a course opposed to the cause of the unity of the Empire. (Hear, hear.) With me to-day, as it always has been throughout my life, the unity of the Empire stands above party.

I shall go back home to take my humble part in the fight, and it is a big fight we are going to be engaged in, much encouraged by what I have learned during my visit in Canada, and not the least by the kindly reception I have had from every member of the Canadian Manufacturers' Association. (Loud applause, and three cheers and a tiger were given for Mr. Brassey.)

MAYOR URQUHART

His Worship, Thomas Urquhart, Mayor of Toronto: Mr. President, your Honor and Gentlemen: At this late hour it would be altogether out of place for me to attempt to make a speech. I am very grateful to the Manufacturers' Association for their very kind invitation to me to be present this evening, and in responding for the guests I am sure I express appreciation for all the guests of this evening of the invitation to be present, and of the splendid manner in which we have been received, and also of the magnificent addresses which we have heard which are of so great importance to the Dominion of Canada and to the city of Toronto at the present time.

I regretted very much I was unable to be present myself at the reception the other evening, to speak a few words of welcome to this Association at the time of their holding this Convention in the city of Toronto. I congratulate the Convention, Mr. President, upon the success of this gathering, and I believe it is only the prelude of many successful gatherings of this Association which you will yet hold as you meet together from year to year, to tell of the successes which have been achieved in the manufacturing industries of this great Dominion. I feel sure I need not say anything regarding the reception you have had because I am sufficiently acquainted with the hospitality of the Toronto Branch of the Canadian Manufacturers' Association to know they would do their duty in that respect, and have entertained you in the royal manner for which they are so well noted in the city of Toronto.

There are many questions of which I might speak from a municipal standpoint. I will refrain from doing so.

There are questions of assessment and taxation which come home to every manufacturer, but it is too late a time to discuss such abstruse questions as those.

I thank you for the invitation to be present to-night, and I sincerely trust in the years that are to come that on many occasions you will meet in our good city of Toronto, and that you will receive such a reception as you have had during the meetings of this week, or, better yet, that you will receive better receptions as you will come to a larger and more populous, a better, cleaner and still more progressive city than the one you have met in to-day. (Applause.)

THANKS TO PRESIDENT

Mr. P. W. Ellis: If Mr. Birge will take the chair for a moment, I have a resolution to present. I want to propose a vote of thanks to our chairman who has so ably fulfilled those duties this evening; and it is especially pleasing to us in Toronto to have one of Montreal's foremost manufacturers, and one of the most devoted workers in our Association, presiding and showing such broadminded Canadianism as he has exhibited to us to-night in his opening remarks; and I think we can foretell for the work of this Association during the coming year, a year of undoubted progress under the management of so devoted and able a President. I ask you to kindly drink to the health of our President for 1903, and our Chairman of this evening. (Three cheers and a tiger were given for the President.)

Mr. Birge: Mr. President, you are the only gentleman whose name is connected with this toast, and I therefore call upon you to reply.

President Drummond: Your Honor

and gentlemen, I thank you very heartily for the way in which this toast was proposed and the way you have received it. It has been to me one of the pleasantest and one of the finest nights I have had in my existence in being present with you in Toronto, and to feel we have here a Canadian gathering, Canadian in spirit, splendid in spirit—I think every one here will agree in that—and that we have with us Mr. Brassey, the link between us and the Empire beyond. I hope we will always stand thus throughout the future.

I thank you, gentlemen, very much for the way in which you have answered this toast, and I will take this opportunity to acknowledge to you, the Mayor of Toronto, His Worship, and to the members of the Toronto branch the princely hospitality which you have extended to the members of this Association. (Applause). In doing that I would also like to acknowledge on behalf of the ladies who accompany us and also on behalf of the gentlemen the hospitality of the Daughters of the Empire in this city, and of the wife of His Honor, the Lieutenant-Governor, who received them yesterday. (Applause.)

Such gatherings and such receptions and such hospitality as we have got here bind us together as Canadians and give us courage to go on and make Canada a great Canada and always linked with the Empire. I thank you once more. I would ask you to join in singing the National Anthem.

After the singing of "God Save the King," the Secretary announced the result of the election of representatives for the Province of Ontario on the Executive Council.

CONVENTION REGISTRATION LIST

A Complete List of those who registered at the Secretary's Office, during the progress of the 32nd Annual Convention.

| No | NAME | FIRM | ADDRESS |
|----|---------------------|--------------------------------------|--------------------|
| 1 | George Booth | Booth Copper Co. | Toronto |
| 2 | E. H. Cooper | Secretary Montreal Branch | Montreal |
| 3 | P. W. Ellis | P. W. Ellis & Co., Ltd. | Toronto |
| 4 | R. Y. Ellis | Rep. Ellis Furniture Co., Ingersoll | " |
| 5 | C. H. Carrier | Carrier, Laine & Co. | Levis, Quebec |
| 6 | H. R. Kirkpatrick | The Jas. Cooper Mfg. Co., Ltd. | " |
| 7 | R. O. McCulloch | Goldie, McCulloch Co., Ltd. | Galt |
| 8 | Charles D. McAlpine | McAlpine Publishing Co., Ltd. | Halifax |
| 9 | C. W. Leonard | E. Leonard & Sons | London |
| 10 | W. K. George | Standard Silver Co., Ltd. | Toronto |
| 11 | George E. Drummond | Canada Iron Furnace Co., Ltd. | Montreal |
| 12 | J. B. Henderson | Penman Mfg. Co. | Paris |
| 14 | J. R. Walker | J. R. Walker & Co. | Montreal |
| 15 | W. K. McNaught | American Watch Case Co. | Toronto |
| 16 | Thos. Roden | Roden Bros. | " |
| 17 | F. A. Ritchie | Ritchie & Ramsay | " |
| 18 | C. Howard Smith | Kinleith Paper Co. | Toronto |
| 19 | O. N. Scott | Morris Feild Rogers Co. | Listowel |
| 20 | G. A. Irwin | Montreal Pipe Foundry Co. | Montreal |
| 21 | Geo. W. Watts | Canadian General Electric Co. | Toronto |
| 22 | F. B. Polson | Polson Iron Works | " |
| 23 | John H. Ginge | Canadian Packing Co. | London |
| 24 | E. H. Fiske | Montreal Pipe Foundry Co. | Montreal |
| 25 | R. J. Younge | Secretary | Toronto |
| 26 | Jas. P. Murray | Toronto Carpet Mfg. Co. | " |
| 27 | Dan Wilson | Wilson Bros. | Collingwood |
| 28 | J. Coulter | J. Coulter Co., Ltd. | Toronto |
| 29 | Jas. Maxwell | D. Maxwell & Sons. | St. Mary's |
| 30 | R. M. Hattie | N. S. Secretary | Halifax |
| 31 | F. W. Stewart | Salem Co., Ltd. | Montreal |
| 32 | J. E. Murphy | Owen Sound Portland Cement Co. | Owen Sound |
| 33 | J. F. M. Stewart | Assistant Secretary | Toronto |
| 34 | W. G. Francis | Francis-Frost Co., Ltd. | " |
| 35 | Robert Crean | Robt. Crean & Co., Ltd. | " |
| 36 | J. M. Woodland | J. M. Woodland & Co. | " |
| 37 | E. Guillet | E. Guillet & Co. | Marieville, Que. |
| 38 | E. M. Thurber | Nicholson File Co. | Port Hope |
| 39 | Joseph Fortier | Joseph Fortier | Montreal |
| 40 | W. Vandusen | Grey & Bruce Cement Co. | Owen Sound |
| 41 | John Ginge | Grey & Bruce Cement Co. | " " |
| 42 | Jas. A. Knox | Knox Mfg. Co. | Toronto |
| 43 | F. G. B. Allan | Canadian Portland Cement Co. | Deseronto |
| 44 | Geo. S. Kilbourn | Owen Sound Portland Cement Co. | Owen Sound |
| 45 | D. Knechtel | Hanover Portland Cement Co. | Hanover |
| 46 | H. O. Kerr | Kerr Engine Co., Limited. | Walkerville |
| 47 | W. S. Hull | Globe Furniture Co. | " |
| 48 | W. B. Tindall | Parry Sound Lumber Co. | Toronto |
| 49 | S. M. Wickett | Wickett & Craig, Limited. | " |
| 50 | William Craig | Wickett & Craig, Limited. | " |
| 51 | F. W. Barrett | Luxfer Prism Co. | " |
| 52 | Arnold W. Thomas | Copp, Clark Co., Limited. | " |
| 53 | J. Hewton | Kingston Hosiery Co. | Kingston |
| 54 | H. W. Fleury | J. Fleury's Sons. | Aurora |
| 55 | N. Ainley | Sykes & Ainley Mfg. Co. | Glen Williams |
| 56 | Joseph Horsfall | Montreal Woollen Mills Co. | Montreal |
| 57 | James Strachan | Strachan Bros. | Toronto |
| 58 | T. L. Moffat, Jr. | Moffat Stove Co., Limited. | Weston |
| 59 | S. W. Ewing | S. H. Ewing & Sons. | Montreal |
| 60 | J. B. MacLean | MacLean Publishing Co. | Montreal & Toronto |
| 61 | W. T. Kernahan | O'Keefe Brewery Co. | Toronto |
| 62 | C. R. H. Warnock | Galt Knitting Co., Ltd. | Galt |
| 63 | W. J. Barchard | Barchard & Co., Ltd. | Toronto |
| 64 | Alfred Miers | Walkerville Malleable Iron Co., Ltd. | Walkerville |
| 65 | R. P. Butchart | Owen Sound Portland Cement Co. | Owen Sound |
| 66 | L. A. Moisan | Victor Mfg. Co. | Quebec |
| 67 | A. E. Cumming | Lyn Last Works | Lyn |

| | | | |
|-----|-------------------|--|---------------|
| 68 | F. F. Dalley | F. F. Dalley Co., Ltd. | Hamilton |
| 69 | Alex. Saunders | Goderich Organ Co., Ltd. | Goderich |
| 70 | C. S. Calvert | Calvert, Dwyer Co., Ltd. | Toronto |
| 71 | W. A. Mitchell | Todhunter, Mitchell Co. | " |
| 72 | R. Millichamp | Millichamp, Coyle & Co., Ltd. | " |
| 73 | Jos. Beaumont | Jos. Beaumont | Glen Williams |
| 74 | H. Cockshutt | Cockshutt Plow Co. | Brantford |
| 75 | R. McLaughlin | McLaughlin Carriage Co. | Oshawa |
| 76 | W. Wilson | Wilson, Lytle, Badgerow Co. | Toronto |
| 77 | J. O. Thorn | Metallic Roofing Co., Ltd. | " |
| 78 | L. G. Cosgrave | Cosgrave Brewing Co. | " |
| 80 | L. V. Dusseau | Gendron Mfg. Co., Ltd. | " |
| 81 | W. H. Steele | W. H. Steel Co. | " |
| 82 | John S. McKinnon | S. F. McKinnon & Co., Ltd. | " |
| 83 | Joseph Wright | Bennet & Wright Co., Ltd. | " |
| 84 | W. F. Johnston | Noxon Co. | Ingersoll |
| 85 | E. G. E. Ffolkes | Wilkinson Plough Co. | Toronto |
| 86 | W. T. Goodison | John Goodison Thresher Co. | Sarnia |
| 87 | H. P. Coburn | Sawyer & Massey Co., Ltd. | Hamilton |
| 89 | Richard Brown | Brown Bros., Ltd. | Toronto |
| 90 | W. P. Gundy | W. J. Gage Co., Ltd. | " |
| 91 | S. R. Wickett | Wickett & Craig | " |
| 92 | J. H. Paterson | Toronto Hardware Mnfg. Co. | " |
| 93 | H. A. Moulton | Moulton & Co. | Montreal |
| 94 | Cyrus A. Birge | Canada Screw Co. | Hamilton |
| 95 | Hugh Watson | Watson, Foster Co. | Montreal |
| 96 | S. Samuel | Metallic Roofing Co., Ltd. | Toronto |
| 97 | A. S. Rogers | Queen City Oil Co., Ltd. | Toronto |
| 98 | Frank A. Rolph | Rolph, Smith & Co. | " |
| 99 | H. L. Thompson | Copp, Clark Co., Ltd. | " |
| 100 | Wm. Harris | Harris & Co., Ltd. | Rockwood |
| 101 | John Dick | John Dick, Ltd. | Toronto |
| 102 | Joseph Brook | Brook Woollen Co., Ltd. | Simcoe |
| 103 | Fred Mallison | Canadian Skewer Co., Ltd. | Hespeler |
| 104 | F. G. O'Grady | Candian Iron & Foundry Co., Ltd. | Montreal |
| 105 | Joseph Picard | Rock City Tobacco Co. | Quebec |
| 106 | J. S. King | J. D. King & Co. | Toronto |
| 107 | C. H. Waterous | Waterous Engine Works Co. | Brantford |
| 108 | Geo. Esplin | G. & J. Esplin | Montreal |
| 109 | S. A. Jacobs | New York Silk Waist Co. | " |
| 110 | A. Robt. Munro | Munro Wire Works, Ltd. | New Glasgow |
| 111 | Wm. Smaill | Canada Horse Nail Co. | Montreal |
| 112 | Wm. B. Taylor | Robt. Taylor Co., Ltd. | Halifax |
| 113 | Frank C. Simpson | Simpson Bros. Co., Ltd. | " |
| 114 | E. D. Adams | Starr Manufacturing Co., Ltd. | " |
| 115 | John McGill | Canada Linseed Oil Mills | Montreal |
| 116 | W. T. Thomas | Thomas Bros., Ltd. | St. Thomas |
| 117 | E. H. Thomas | Thomas Bros., Ltd. | " |
| 118 | S. Coulson | H. R. Ives & Co. | Montreal |
| 119 | W. R. Pringle | Rolland Paper Co. | Toronto |
| 120 | Francis Braidwood | Canada Jute Co. | Montreal |
| 121 | G. F. Cleveland | J. L. Goodhue & Co. | Danville |
| 122 | Robert Munro | Canada Paint Co., Limited | Montreal |
| 123 | John J. Main | Can. Heine Safety Boiler Co. | Toronto |
| 124 | A. Mackinlay | A. & W. MacKinlay | Halifax |
| 125 | Scott Chisholm | Alfred Dickie | " |
| 126 | John Ransford | R. & J. Ransford | Clinton |
| 127 | Ernest Henderson | Canadian Salt Co., Ltd. | Windsor |
| 128 | C. N. Candee | Gutta Percha & Rubber Mfg. Co. | Toronto |
| 129 | Henry Stanyon | Empire Machine & Metal Stamping Co. | " |
| 130 | W. F. Turnbull | Standard Woollen Mills Co. | " |
| 131 | W. B. Rogers | Chas. Rogers & Sons, Ltd. | " |
| 132 | George Angus | Official Stenographer | " |
| 133 | F. J. Taylor | Western Foundry Co., Ltd. | Wingham |
| 134 | Thos. Bell | Canada Furniture Manufacturers | " |
| 135 | A. Cecil Knight | Lever Bros., Ltd. | Toronto |
| 136 | E. Gurney | Gurney Foundry Co. | " |
| 137 | W. A. Strowger | Canadian Cereal Co., Ltd. | " |
| 138 | John H. Ginge | Canadian Packing Co. | London |
| 139 | Geo. B. Meadows | G. B. Meadows Wire, Iron & Brass Works Co. | Toronto |
| 140 | J. J. Cassidey | Canadian Manufacturer | " |
| 141 | G. P. Breckon | Metallic Roofing Co., Ltd. | " |
| | | Canadian General Electric Co. | " |
| 142 | Frederic Nicholls | Canada Foundry Co. | " |
| | | Can. Shipbuilding Co. | " |

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|-----|-------------------|-------------------------------------|-----------------|
| 143 | W. J. Green | Canada Wood Mfg. Co., Ltd. | Farnham |
| 144 | John Hewton | Kingston Hosiery Co. | Kingston |
| 145 | W. C. Phillips | Malta Vita | Toronto |
| 146 | D. A. Gordon | Sydenham Glass Co. | Sydenham |
| 147 | John C. Gardner | Might Directories | Toronto |
| 148 | John Taylor | John Taylor & Co. | Toronto |
| 149 | Geo. Brigden | Toronto Engraving Co. | " |
| 150 | J. D. Flavelle | Flavelle Milling Co. | Lindsay |
| 151 | J. M. Fortier | J. M. Fortier, Limited | Montreal |
| 152 | F. S. Pearce | The Pearce Co., Limited | Marmora |
| 153 | J. J. Turner, jr. | J. J. Turner & Sons | Peterboro |
| 154 | C. A. Calkins | Merchants Mantle Mfg. Co. | Toronto |
| 155 | John P. Longard | Longard Bros. | Halifax |
| 156 | W. B. Phillips | Malta Vita Pure Food Co. | Toronto |
| 157 | J. Chas. Baker | Toronto Hat Mfg. Co. | " |
| 158 | William Radford | Toronto Hat Mfg. Co. | " |
| 159 | John Radford | Toronto Hat Mfg. Co. | " |
| 160 | Wm. Stone | Toronto Lithographing Co. | " |
| 161 | John R. Barber | Toronto Paper Co. | Georgetown |
| | | Wm. Barber & Bros. | |
| 162 | Jas. J. Salmond | Monetary Times | Toronto |
| 163 | Geo. P. Beal | Beal Bros. | " |
| 164 | O. E. Fleming | Windsor Turned Goods Co., Ltd. | Windsor |
| 165 | W. H. McKay | Universal Knitting Co. | Toronto |
| 166 | J. F. Ellis | Barber & Ellis Co. | " |
| 167 | H. Y. Telfer | Telfer Bros. | Collingwood |
| 168 | B. W. Roberts | | Nassau, Bahamas |
| 169 | J. Eastwood | J. Eastwood | New Glasgow |
| 170 | A. D. Harris | Ontario Sewer Pipe Co., Limited | Toronto |
| 171 | A. R. Capreol | United Factories, Limited | " |
| 172 | J. Leckie | John Leckie, Limited | Toronto |
| 173 | Samuel May | Dodge Mfg. Co. | " |
| 174 | H. S. May | Dodge Mfg. Co. | " |
| 175 | John Sykes | Sykes, Ainley | Glen Williams |
| 176 | P. Kirkegaan | Canadian Goldfields, Ltd. | Delora |
| 177 | Watson Griffin | | Toronto |
| 178 | P. H. Burton | Merchants Dyeing & Finishing Co. | " |
| 179 | James Hedley | The Monetary Times | " |
| 180 | Noel Marshall | Standard Fuel Co. | " |
| 181 | George Gillies | Toronto Bolt and Forging Co. | " |
| 182 | Lloyd Harris | | Brantford |
| 183 | Knox Henry | Surprise Spring Bed Co. | Montreal |
| 184 | R. Hobson | Hamilton Steel and Iron Co. | Hamilton |
| 185 | Jas. Jephcott | Montreal Litho Co. | Montreal |
| 186 | Geo H. Hees | G. H. Hees, Son & Co. | Toronto |
| 187 | John McClelland | Parry Sound Lumber Co. | " |
| 188 | W. H. Merritt | National Table Co., Ltd. | Owen Sound |
| 189 | F. G. Mason | Mason & Risch Piano Co. | Toronto |
| 190 | J. F. Wildman | Office Specialty Mfg. Co. | " |
| 191 | H. W. Anthes | Toronto Foundry Co., Ltd. | " |
| 192 | J. J. Doran | H. E. Bond & Co., Ltd. | " |
| 193 | W. H. Shaw | United Typewriter Co. | " |
| 194 | Robert Greig | The Robt. Greig Co., Ltd. | " |
| 195 | Edmund C. Walker | E. C. Walker & Sons | " |
| 196 | R. K. McIntosh | P. McIntosh & Son Co. | " |
| 197 | G. T. Irving | Irving Umbrella Co. | " |
| 198 | C. Stanley Pettit | Delaney & Pettit Co. | " |
| 199 | J. C. Wells | Canada Launch Works, Ltd. | " |
| 200 | Geo. H. Lees | Geo. H. Lees & Co. | Hamilton |
| 201 | John M. Taylor | Taylor, Forbes & Co. | Guelph |
| 202 | F. Outram | Canada Radiator Co. | Port Hope |
| 203 | Thos. Long | Canada Radiator Co. | " |
| 204 | Harry F. Moulden | Taylor, Forbes Co. | Guelph |
| 205 | A. L. Massey | Chandler, Massey, Ltd. | Toronto |
| 206 | Maurice J. Taylor | Dominion Dye Wood & Chem. Co. | " |
| 207 | F. W. Moffat | Moffat Stove Co. | Weston |
| 208 | R. Pinchin | McAlpin Consumers' Tobacco Co. Ltd. | Toronto |
| 209 | W. J. Ray | Heintzman & Co. | " |
| 210 | P. McMichael | Dominion Radiator Co. | " |
| 211 | Wm. Hamilton | Wm. Hamilton Mfg. Co. | Peterboro |
| 212 | Jno. J. Drummond | Canada Iron Furnace Co. | Midland |
| 213 | T. H. Hamilton | Grant-Hamilton Oil Co. | Toronto |
| 214 | Wm. Inglis | Jno. Inglis & Son | " |
| 215 | H. D. Eby | Eby, Blain Co. | " |

THE DOMINION EXHIBITION



THREE POPULAR EXHIBITS

| | | | |
|-----|--------------------------|-------------------------------------|------------------|
| 216 | R. F. Shurly | Hutchison, Shurly & Derrett | Toronto |
| 217 | J. A. Coulter | Jno. Morrow Machine Screw Co | Ingersoll |
| 218 | A. L. Eastmure | Eastmure & Lightbourn | Toronto |
| 219 | Geo. F. Haworth | Sadler & Haworth | Montreal |
| 220 | Fred. E. Lowe | J. H. Wethey Co. | St. Catharines |
| 221 | Thomas Long | Collingwood Meat Co. | Collingwood |
| 222 | J. Ruddy | Brantford Starch Works | Brantford |
| 223 | F. B. Moore | Jones and Moore Electric Co. | Toronto |
| 224 | S. H. Chapman | Ontario Wind Engine & Pump Co. | " |
| 225 | T. A. Russell | Canada Cycle & Motor Co. | Toronto Junction |
| 226 | S. F. McKinnon | S. F. McKinnon & Co. | Toronto |
| 227 | Fred D. Featherstonhaugh | Featherstonhaugh & Co | " |
| 228 | James E. Knox | Merchants Cotton Co. | " |
| 229 | H. T. Bush | Standard Ideal Sanitary Co., Ltd. | Port Hope |
| 230 | J. R. Sprankle, jr | Standard Ideal Sanitary Co., Ltd. | " |
| 231 | Andrew Gunn | Gunns, Ltd. | Toronto |
| 232 | W. T. Alley | Consolidated Cloak Co. | " |
| 233 | E. Daoust | Librairie Beauchemin, Ltd. | Montreal |
| 234 | Wm. Dobie | E. W. Gillett Co., Ltd. | Toronto |
| 235 | George Hepburn | E. W. Gillett Co., Ltd. | " |
| 236 | James S. Gould | Gould Mfg. Co. | Smith's Falls |
| 237 | George D. Forbes | R. Forbes Co. | Montreal |
| 238 | S. D. Joubert | H. Lamontagne & Co. | " |
| 239 | J. S. Neill | J. Bruce Payne, Ltd. | Granby |
| 240 | O. Rolland | Rolland Paper Co. | Montreal |
| 241 | Jas. H. McKeown | Salem Mfg. Co. | " |
| 242 | J. R. Henderson | Henderson & Potts | Halifax |
| 243 | D. W. McLaren | J. C. McLaren Belting Co. | Montreal |
| 244 | C. Kloefer | | Guelph |
| 245 | J. G. Sully | Raymond Mfg. Co. | " |
| 246 | L. H. Packard | L. H. Packard Co., Ltd. | Montreal |
| 247 | D. Taylor McIntosh | McIntosh Granite and Marble Co. | Toronto |
| 248 | Edgar S. Burton | Merchants Dyeing & Finishing Co | " |
| 249 | Chas. B. Frost | Frost & Wood Co., Ltd. | Smith's Falls |
| 250 | Jas. S. N. Dougall | McCaskill, Dougall & Co. | Montreal |
| 251 | Jno. Dillon | Mt. Royal Milling & Mfg. Co. | " |
| 252 | T. L. Moffat | The Moffat Stove Co. | Weston |
| 253 | J. R. Moffat | The Moffat Stove Co. | " |
| 254 | Geo. W. Howland | Graham Nail Works | Toronto |
| 255 | R. Scarfe | Scarfe & Co. | Brantford |
| 256 | H. H. Walker | E. C. Walker & Sons | Toronto |
| 257 | G. F. Beer | Eclipse Whitewear Co. | " |
| 258 | T. S. Young | C. H. Mortimer Pub. Co. | " |
| 259 | Macolm R. McKenzie | Beaver Oil Co. | Montreal |
| 260 | J. H. McGregor | McGregor & McIntyre, Ltd. | Toronto |
| 261 | John Bertram | The John Bertram & Sons, Ltd. | Dundas |
| 262 | F. W. Jacobi | P. Jacobi | Toronto |
| 263 | S. Calvert | Guelph Spinning Co. | Guelph |
| 264 | C. B. Lowndes | The Lowndes Co., Ltd. | Toronto |
| 265 | J. W. Gale | Gale Manufacturing Co. | " |
| 266 | Geo. C. Gale | Gale Manufacturing Co. | " |
| 267 | H. G. Smith | Smith & Baker | Dundas |
| 269 | G. H. Muntz | Toronto Bedding Co. | Toronto |
| 270 | F. N. Vanzant | Union Petroleum Co. | " |
| 271 | T. H. Smallman | Canada Chemical Mfg. Co. | London |
| 272 | C. Dolph | Metal Shingle & Siding Co., Ltd. | Preston |
| 273 | J. M. Lowndes | The Lowndes Company, Ltd. | Toronto |
| 274 | R. B. Hamilton | The Packard Electric Co | St. Catharines |
| 275 | Henry Wright | MacLaren Imperial Cheese Co. | Toronto |
| 276 | H. C. Barker | Harry Webb Co., Ltd | " |
| 277 | J. A. Northway | Jno. Northway & Son, Ltd | " |
| 278 | J. B. Eager | | " |
| 279 | W. F. Hayes | Canada Crown Cork & Seal Co. | " |
| 280 | A. O. MacArthur | J. C. McLaren Belting Co. | " |
| 281 | F. W. W. Brown | Brown, Searle Co | " |
| 282 | M. W. McGillivray | Montreal Star | " |
| 283 | S. Lorie | Saunders, Lorie & Co | " |
| 284 | Thos. W. Capp | The T. W. Capp Co. | " |
| 285 | F. Page Wilson | Monetary Times | " |
| 286 | R. J. Copeland | | " |
| 287 | A. E. Chatterson | Copeland, Chatterson Co., Ltd. | " |
| 288 | Chas. T. Stark | McGregor, Harris Co., Ltd. | " |
| 289 | Trayton Blaber | National Electro & Stereo. Co., Ltd | " |
| 290 | J. M. Sparrow | Imperial Varnish & Color Co. | " |
| 291 | Geo. A. Howell | Grip, Ltd | " |



THE DOMINION INDUSTRIAL EXHIBITION, 1903

A RETROSPECT

THE greatest difficulty that Canadian manufacturers have had to contend with in the past has been the fact that the Canadian people were prejudiced in favor of foreign goods, and both wholesale and retail merchants with very few exceptions have done all in their power to strengthen this prejudice. Our manufacturers have not been altogether blameless, for, in many cases, they have allowed their high grade goods to be sold as imported, and their inferior goods as Canadian. Thus the idea became firmly established in the minds of the people that Canadian goods were generally inferior to imported goods. Very few people ever visit our Canadian factories, but the few who do so are astonished at the high class of goods turned out. If half a million people representing families all over Canada could pass through the factories of Canada, see the good work done in them, inspect the goods turned out, and then go home to tell their relatives and friends about what they had seen, the effect would be a very greatly increased demand for Canadian manufactured goods. Such a popular inspection of Canadian factories would, of course, be impracticable, but the Toronto Exhibition aims to give those Canadian manufacturers who care to take advantage of it many of the benefits that would result from such an inspection. Nearly three quarters of a million people examined the exhibits in the building devoted to manufacturers at the Toronto Industrial Exhibition this year. In some cases they were able to see not only the finished goods but also the

processes of manufacture, and no section of the Toronto Industrial Exhibition of 1903 excited greater popular interest than the process building.

IMPROVEMENTS

It is claimed that there has been a steady improvement in the Toronto Industrial Exhibition every year since it started, but there is no doubt that the improvements this year were more revolutionary in character than those of any previous year. The new Manufacturers Building, taking the place of the old Main Building, cost \$106,000. It is 430 feet long by 230 feet wide, the inside measurements are 401 feet long by 180 feet wide, giving 72,180 square feet of inside space. The arrangements are very advantageous both for the showing of exhibits and the accommodation of great crowds of visitors. There are two aisles running the full length of the building, each 9½ feet wide, 10 cross aisles each 10½ feet wide, and one cross aisle 14 ft. wide, and large crowds can be accommodated without inconvenience. Thus, on the busiest days, visitors were able to carefully examine the exhibits. It was perhaps a mistake to label this new structure as the Manufacturers' Building, for there were really a number of buildings devoted to manufactures, viz., the Transportation Building, Machinery and Electrical Hall, the Stove Building, the Agricultural Implement and Process Buildings, the Women's Building and the Dairy Building. Exception may be taken to the inclusion of the last two among the manufactures, but no one who knows the

derivation of the word "manufacture," can consider it right to exclude women's handiwork, and the making of butter and cheese is as truly a branch of manufacture as the making of the cereal foods which occupied a good deal of space in the Manufacturers' Building. The aim of the officers of the Toronto Industrial Exhibition is evidently to provide a separate building for each branch of manufacture, just as the different classes of farm exhibits have separate buildings. Thus the old Main Building was this year devoted entirely to vehicles and called the Transportation Building. There was to be seen there what a visitor from the United States described as the finest exhibit of carriages ever gathered together in America. The exhibits included automobiles, bicycles, a great variety of carriages, sleighs, etc., besides saddlery. The steam and gasoline launches, which were in the Agricultural Implement Building, might more appropriately have been placed in the Transportation Building.

At the 24th annual meeting of the Industrial Exhibition Association on February 24th, 1903, Mr. W. K. McNaught, the president, said: "While I desire to commend the city of Toronto for its generosity in the past, I think the civic authorities in the future should erect one substantial building each year. By thus doing it would not be long before the Toronto Industrial Exhibition Association would have the finest and most complete collection of exhibition buildings anywhere in the world."

If Mr. McNaught's idea is carried out there will very soon be a separate building for each class of manufactures.

The exhibits in the new Manufacturers' Building might have been classed as household furnishings, textiles and miscellaneous. The most extensive exhibits were those of the piano and organ manufacturers, extending on both sides almost the full length of the great building. At the back of each of these exhibits was a sound proof room where the instruments could be tested without the confusion of sounds which characterized the piano exhibits in the early years of the Exhibition. The piano manufacturers spent over twenty thousand dollars in fixtures for their exhibits and it is stated that the total amount spent by all the exhibitors in this building on fixtures was greater than the cost of the building.

THE WOOLLEN EXHIBIT

The joint exhibit of Canadian woollen manufacturers attracted a great deal of attention and many were the expressions of surprise at the fine quality of the goods displayed. One of the Toronto newspapers in a laudatory notice said that all the woollen factories in Canada were represented in the exhibit. This was very far from true as there are between two hundred and three hundred woollen factories in Canada, and only fifteen companies or firms were represented in this exhibit, including the blanket and carpet exhibits. However every woollen manufacturer of Canada will probably derive some benefit from this exhibit, for it was the means of teaching many thousands of Canadians that they can obtain just as good woollens in Canada as are imported. The fine classes of woollens manufactured in Canadian mills are usually sold by wholesale men to the retail dealers as imported goods, and many a tailor who tells his customer who asks for something made in Canada that the Canadian cloths are not suitable is actually selling Canadian goods without knowing it. It might be a good idea next year to send out special invitations to all the tailors of the Province of Ontario to visit the Toronto Industrial Exhibition and inspect the woollens made in Canada. The fine quality of the knitted goods including men's, women's and children's underwear was a surprise not only to most of the Canadian visitors but to Americans as well.

The Process building was an innovation which is certain to become a permanent feature of the Exhibition. It occurred to the writer that it might be possible by means of life size moving pictures shown with cinematograph machinery to exhibit all the processes in many of the great industrial establishments of Canada so that visitors to the Exhibition could see the various processes as completely as if they walked through the factory.

The Machinery and Electrical Hall might be regarded as a Process building also as

much of the machinery was in motion and the display was very fine especially at night. The demonstrations in cheese and butter making in the Dairy Building where there was an auditorium with a seating capacity of one thousand people were also an exhibition of manufacturing processes.

"MADE IN CANADA"

The great feature of the Exhibition was the sign "Made in Canada" which appeared over a large proportion of the exhibits. The extraordinary interest taken by the people in the Canadian exhibits was exceedingly gratifying. One day near the close of the Exhibition the writer sat at a table in one of the dining halls of the Exhibition grounds. Two visitors from the United States sat near him and he overheard the following conversation between them:

"I have learned a thing or two about Canada since I came here."

"So have I. It is a much more important country than I thought it was, and I am surprised at the amount of push and go there is here. I have always thought Canada was a slow country, almost dead in fact, but this Exhibition is a revelation. I have seen all the principal state fairs in the United States and have no hesitation in saying that we have never had an annual show to equal this one, although, of course, it cannot be compared with such a fair as the Chicago World's Fair."

"Or the Pan-American Exhibition at Buffalo."

"I am not so sure about the Pan-American. Leaving out glitter, this is a better all round exhibition than the Pan-American. The buildings at the Pan were more beautiful and the electric display was wonderfully brilliant, but for general utility Toronto Exhibition is ahead, and remember it is an annual exhibition."

"Did you notice those 'Made in Canada' signs everywhere?"

FOREIGN TRADE NEWS

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Bristol—A correspondent in Bristol, England, would like to become agent in England for a good firm of manufacturers of woodenware.

Glasgow—A firm in Glasgow, Scotland, wishes to become sole agent in that country of a good firm of bolt and nut manufacturers, also of manufacturers of galvanized corrugated iron.

South Africa—A correspondent in South Africa wishes to be put in touch with Canadian firms manufacturing linoleum, carriages, news print, farming tools,

"Yes, and it is remarkable how much more attention the visitors pay to the goods marked that way than to American exhibits. I heard the question 'Is this made in Canada?' asked again and again, and if the answer was 'no,' the people seemed to take little interest in the exhibit. It's a regular boycott"

"A boycott! That's just what it is, and it is a downright shame. Here are we spending money to advertise our goods in Canada and we meet with an outrageous boycott."

"I don't know that it's fair to call it outrageous. We can't blame these Canadians for wishing to develop their own country in the same way that we have developed the United States. You know our tariff is almost twice as high as the Canadian tariff on things in general, and this 'Made in Canada' sentiment is the result of the 'Tariff Education Campaign,' which the Canadian Manufacturers' Association began about a year ago. What I wonder at is the failure of the politicians to catch on. A very strong popular sentiment has evidently developed in favor of building up Canadian industries. If the Canadian politicians were as cute as ours, they would not be so slow to take advantage of the way popular feeling is running, and we would very soon be up against a high Canadian tariff."

"What would you do in case the Canadian tariff should be raised?"

"Establish a branch factory in Canada. The Canadian Northwest is now developing rapidly. Our own public lands are exhausted and our farming population is overflowing into that country. I expect a similar movement into New Ontario. It is certainly a market worth looking after."

The dialogue ceased as the men left the table, but the writer talked with several American exhibitors afterwards, and learned that they were very much impressed at the extraordinary change in Canadian public sentiment.

wagons, hardware, woodenware, furniture, stoves, agricultural implements.

Broom Handles—An export house in Toronto makes enquiry for ten to twenty car loads of 50 by 1½ in. basswood broom handles—future delivery.

Cement, Portland—A firm in Demerara, B.W.I., asks Canadian manufacturers of Portland cement to correspond with them regarding the price of cement delivered f.o.b. steamer, Halifax. Quantity required 5,000 to 7,500 barrels, with an option of increasing the quantity to 10,000.

Closet Seats—A house in Newcastle-on-Tyne wishes to hear from Canadian manufacturers of closet seats.

THE DOMINION EXHIBITION



ATTRACTIVE EXHIBITS IN MANUFACTURERS' BUILDING

Fish—A correspondent in **Porto Rico** wants to be given the names of a firm in Newfoundland who exports fish to the West Indies.

Fruit—A firm in **Manchester** is desirous of opening up a fruit business with Canada direct. The firm has been established for 25 years and has good references.

Graphite—A **Manchester** firm asks to be placed in touch with Canadian producers of graphite of good quality,

Labels—An enquiry for biscuit labels is made from **Natal, South Africa**.

Machinery—Enquiry is made from **Natal, South Africa**, for machinery to equip a complete biscuit manufacturing plant.

Skins—A correspondent in **Constantinople** asks to be put in communication with exporters of skins of all kinds.

Wood, Pulp—A firm in **Philadelphia** is in the market for all or part of 10,000 cords of 128 cubic feet each of spruce pulp wood, for delivery during the next eighteen months to two years. The pulp wood must be cut in lengths of four feet, must be free from rot, and in size from a diameter of 5" at the small end and up.

FOR THE AUSTRALIAN MARKET

A New York house wishes to get in touch with Canadian iron and steel mills which manufacture mortars and pounders for pounding quartz. These goods are intended for the Australian market.

Another firm has asked for information respecting tram or bus fare collecting boxes.

SOME ENQUIRIES FROM LONDON

The following were among the enquiries relating to Canadian trade received at the Canadian Government office in London during the week ending 18th September, 1903:

Enquiry has been received from a **Yorkshire** firm for the names of Canadian houses open to buy serges direct from their factory.

A **Gloucester** firm making a specialty of indoor and table games desires to find business openings in Canada.

The names of Canadian manufacturers of hosiery and woollen goods desiring representation in Ireland are asked for by a gentleman resident in **Dublin**.

Enquiry is made by a firm in **Armley Leeds, Eng.** for the names of owners of crude asbestos mines in Canada.

A **Paris** firm wishes to be placed in communication with producers of Canadian wood pulp desiring to be represented in that city. They are also willing to do business in other classes of Canadian goods, and to act as buyers of French goods for Canadian houses.

ENQUIRIES FROM BIRMINGHAM

Enquiries received at the Birmingham office from July 11th to Sept. 8th:

A firm in **Sheffield** wishes to be put in touch with Canadian firms using machine tools, engineers' hand tools and platelayers' tools.

A firm in **Birmingham** manufacturing railway lamps wishes to be put in communication with users of these articles in Canada.

A manufacturer of plumbers' brass work in **Birmingham** wishes to be put in touch with Canadian plumbers.

A firm in **Liverpool** wishes to be put in touch with manufacturers of all kinds of wheels and cart fittings.



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

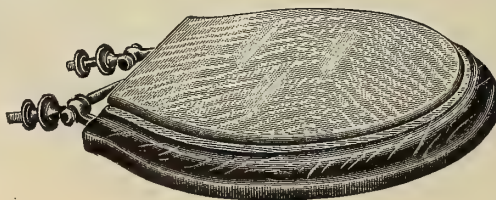
This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write
METALLIC ROOFING CO.,
Wholesale Mfrs. **LIMITED,**
TORONTO, CANADA.

For Home and Export Trade.

**ORGANS ∴ ∴
STOOLS
MUSIC CABINETS
OFFICE DESKS
CLOSET SEATS**

HIGH AND LOW TANKS



HOME OFFICE

The Goderich Organ Co.
GODERICH, ONTARIO

A manufacturer of bed rails in Canada can be put in touch with a large firm in **Birmingham** prepared to buy in quantities.

Large quantities of spruce and ash are wanted by a firm in **Birmingham**.

A commission agent in the **Midlands** wishes to represent a firm in Canada manufacturing flour.

A firm having large warehouses in **Glasgow, London and Bristol** wishes to purchase large quantities of hard wheat flour.

Large quantities of dried apples in rings are wanted for the Swedish Navy; by a firm in **Loteburg England**, the same firm also wishes to communicate with shippers of oats.

CANADA HORSE NAIL CO.
BEST SWEDISH STEEL
TRADE MARK
POINTED AND FINISHED
**HORSE NAILS
MONTREAL**

WE are the original and largest manufacturers of Horse Shoe Nails in Canada. Our business was established in 1865. ALL Nails made by us are hot forged from Swedish Charcoal Steel Nail Rods of a special quality and is the best material known or used in the world for this purpose.

WE make four patterns:

Oval, Short Oval, Countersunk, and Short Countersunk in various lengths.

THEY will drive easily into the hardest hoofs, and will withstand the most severe usage on all kinds of roads. As they are the best, they will be found the most economical. Every box of Nails is warranted perfect and will outlast any lower priced brands.

IN ordering please specify particularly for our "C brand." Refuse all others said to be "just as good."

Price Lists and Samples on application.

CANADA FOUNDRY COMPANY

LIMITED

Head Office, 14 King Street East, TORONTO



BIRD'S EYE VIEW OF WORKS, TORONTO

We have recently purchased the Plant of THE NORTHEY COMPANY, LIMITED, and have removed it to one of the buildings in the above view, where we will continue the manufacture of the Northey Pump Duplex, Horizontal, Centrifugal and Artesian well pumps and Gasolene Engines.

We also manufacture Locomotives, Boilers, Engines, Railway and Highway Bridges, Structural Steel Work

Architectural and Decorative Ironwork of every description,
Wrought Iron Fences, Valves, Hydrants, Cast Iron
Gas and Water Pipe, &c.

District Offices:

MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, VICTORIA, ROSSLAND

REDUCE . . . SALARY LIST

OUR PATENT TRUCKS WILL DO IT

They also save time, which means MORE MONEY

Write for Circulars

H. C. SLINGSBY FOR CANADA,

FACTORIES—Montreal
Bradford, Eng.
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Temple Building,
MONTREAL
N.Y. OFFICE—
253 Broadway

Montreal Steel Works, Ltd.

—SUCCESSORS TO—

The Canada Switch Spring Company, Ltd.

—MANUFACTURERS OF—

STEEL CASTINGS

(OPEN HEARTH SYSTEM)

**SPRINGS, FROGS,
SWITCHES, SIGNALS**

FOR STEAM AND ELECTRIC RAILWAYS

Canal Bank, - Point St. Charles, - Montreal



Canadian Champagne "L'Empereur."

The London Lancet says: "L'Empereur is a Canadian Champagne, and is a very good wine."
"L'Empereur" was used by H. R. H. Princess Louise in christening the Battleship "Dominion" on August 25th.

Our St. Augustine, Clarets, Hoek and Ports are Splendid Value.

J. S. HAMILTON & CO., Brantford and Pelee Island, Canada,
Wine Manufacturers and Brandy Distillers.

**THE CANADA PAINT COMPANY'S VARNISHES
THE CANADA PAINT COMPANY'S COLORS
THE CANADA PAINT COMPANY'S PAINTS
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THE CANADA PAINT COMPANY LIMITED

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BEST QUALITY**COAL AND WOOD****AT LOWEST PRICES****List of Offices:**

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 413 Yonge St.
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 578 Queen St. West
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 306 Queen St. East
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 204 Wellesley St.
 Bathurst St.
 Opposite Front St.
 Esplanade East
 Near Berkeley St.
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 Foot of Church St.
 369 Pape Ave.
 At G.T.R. Crossing
 1131 Yonge St.
 At C.P.R. Crossing
 256 to 286 Lansdowne
 Ave., Near Dundas
 St.

The **ELIAS ROGERS Co.** Limited

Canada's Great and Growing West

Its Industrial Aspects**Its Transportation Problems****Its Present and its Future**

The November "Industrial Canada" will
devote special attention to Western Canada

It will circulate widely in Western Centres

It will afford members of the Canadian Manu-
facturers Association excellent advertising

. . . advantages . . .

For Rates Address—

"The Secretary"

CANADIAN MANUFACTURERS' ASSOCIATION



THE SHERWIN-WILLIAMS PAINTS AND VARNISHES

are the best and most satisfactory for dealer and user alike. To the dealer they mean paints and varnishes and advertising that can get the lion's share of the business anywhere paints and varnishes are sold. To the consumer they mean large covering capacity, easy working qualities, long wear, and true economy.

A STRONG PROPOSITION.

If you are a dealer and are not handling our products, we have a strong proposition to offer you—a proposition that means big business, good profits, and paint success. Our "B-13" booklet tells all about it—write for copy today.

If you are a consumer, no matter how *special* your paint needs may be, you will get satisfaction and save money by using *The Sherwin-Williams Paints and Varnishes*.



THE SHERWIN-WILLIAMS CO. PAINT AND VARNISH MAKERS.

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 KANSAS CITY, BOSTON, SAN DIEGO, WINNIPEG,
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HEADQUARTERS &
PAINT FACTORY
21 St. Antoine Street, Montreal.

TORONTO DEPOT
86 York Street.

VARNISH FACTORY
St. Patrick Street, Montreal.

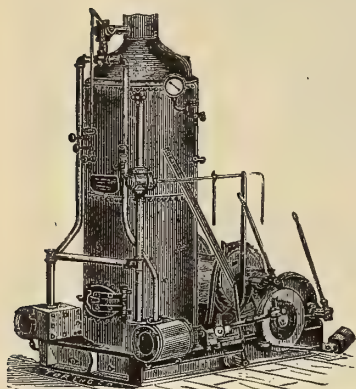
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M. BEATTY & SONS,

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Manufacturers of . . .

Dredges, Ditchers,
Derricks and Steam
Shovels for Dredging,
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of various Styles and
Sizes to Suit any Work.



MINE HOISTS,
HOISTING ENGINES,
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HOISTERS,
STONE DERRICKS,
GANG STONE SAWS

Submarine Rock Drilling Machinery.

Centrifugal Pumps for Drainage Works, Pumping Sand, Gold Mining, Contractor's Use, &c.

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Vancouver, B.C.

HOLME MILLER & CO.,
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COLLINGWOOD PLANING MILLS

Wilson Bros.

Wholesale and Retail Manufacturers of all
kinds of

DOORS, SASH, FRAMES.

Interior Finish and Building Supplies, Verandah
Posts, Newel Posts, Balusters, Stairs ready to
set up.

KILN DRIED MAPLE FLOORING.

No order too large and none too small. If
you want anything in this line, don't fail to
write us.

WILSON BROS.

COLLINGWOOD, Ont.

FOR SALE.

Northrop Iron Works

A Valuable Manufacturing Plant, Situated at
Valleyfield, Quebec,

CONSISTING OF

**Machine Shop, Iron and Brass Foundry and
Carpenter Shop.**

Complete with modern equipment
and a large stock on hand. The
buildings are thoroughly equipped
with automatic sprinkler system, and
piped throughout for steam heating.
The entire plant is run by electricity.
There is also a complete electric
lighting plant. The shipping facilities
are of the best, both by water and
rail. Canada Atlantic Railway side
track running into works.

The buildings are of stone and
steel construction, most substantially
built, consisting of:

Machine Shop, 232 ft. x 65 ft.
Blacksmith Shop, 68 ft. x 34 ft.
Foundry, 115 ft. x 55 ft.
Foundry Annex, 82-75 ft. x 56 ft.
Core Room, 56 ft. x 19 ft.
Cupola House, 92 ft. x 32 ft.
Shed for Iron, Sand, Coke, etc.,
108 ft. x 56-39 ft.
Pickling Room, 17 ft. x 32 ft.
Cleaning Room, 24 ft. x 48 ft.
Carpenter Shop, 41 ft. x 48 ft.
Stock Room, 89 ft. x 48 ft.
Dry Kilns, 29 ft. x 35 ft.

There is also a large shed for lum-
ber or storage over 300 ft. x 39 ft.

Connected with the main building
there is a five story stone tower, 19 ft.
x 48 ft., with two steel emergency
tanks in top story. Holding 16,242
gallons of water for automatic sprink-
ler system. All the buildings are one
story, with exception of tower and
cupola house.

A good trade has now been estab-
lished in the general machinery line.
Grey iron and brass castings, with
the very best equipment in Canada
for the quick production of textile and
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and passenger elevators, also a full
line of commercial hangers. Full sets
of working drawings, jigs, tools, etc.,
patterns, matches and foundry flasks
for the above class of work.

This is a remarkably desirable
manufacturing plant, and the situ-
ation could hardly be excelled, being
only 35 miles from the city of Mont-
real by rail, either by C. A. R. or
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water. The property is such as would
be suitable for almost any manufac-
turing business.

For further particulars call on or
address,

STANLEY H. McDOWELL, Liquidator,

21 St. Helen Street, MONTREAL.

**CANADIAN
OFFICE & SCHOOL
FURNITURE
CO. LIMITED
PRESTON, ONT.**

**OFFICE,
SCHOOL,
CHURCH,
& LODGE
FURNITURE**

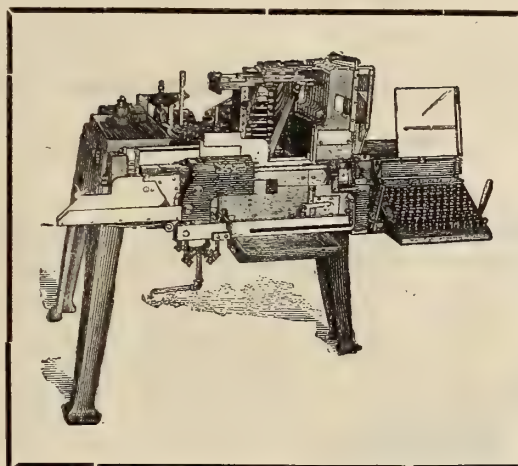
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A SPECIALTY

SEND FOR CATALOGUE



THE Monoline has received numerous medals and awards in this country and in Europe, including the highest award of the Paris Exposition—**LE GRAND PRIX**—the greatest prize given in the civilized world for mechanical excellence.

**BEST
AND CHEAPEST**



**NOT FOR USE
IN THE
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Successfully used throughout Canada, in Australasia, South Africa, Mexico, Cuba, and on the Continent of Europe.

WE GUARANTEE the Monoline to be the best and cheapest line casting machine for composing type in the world. Catalogues and terms on application.

... **MANUFACTURED BY** ...

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A CANADIAN STEAMSHIP LINE

PICKFORD & BLACK STEAMERS

Sail from HALIFAX every other Monday

They visit Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad, and Demerara—

They make the round trip returning to St. John, N.B. in 42 days, calls of from 10 hours to two or three days being made at the various ports visited

P. & B.

Steamers are under contract with the Imperial and Canadian Governments to carry H. M. Mails, and have excellent accommodation for passengers—

P. & B.

Steamers offer especial opportunities to manufacturers who wish to open up trade in the British West Indies, the length of stay at each place being sufficient to allow traveling men to visit the trade and take orders—

P. & B.

Ticket for first-class passengers including berths and meals is \$130 for the round trip. A reduction of 25 per cent. on this price is given to bona fide representatives of Canadian Manufacturing and Exporting Houses—

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Booklets describing the trip will be sent to all enquirers. The early winter months are the most delightful season in the tropics—

ENQUIRE OF . . .

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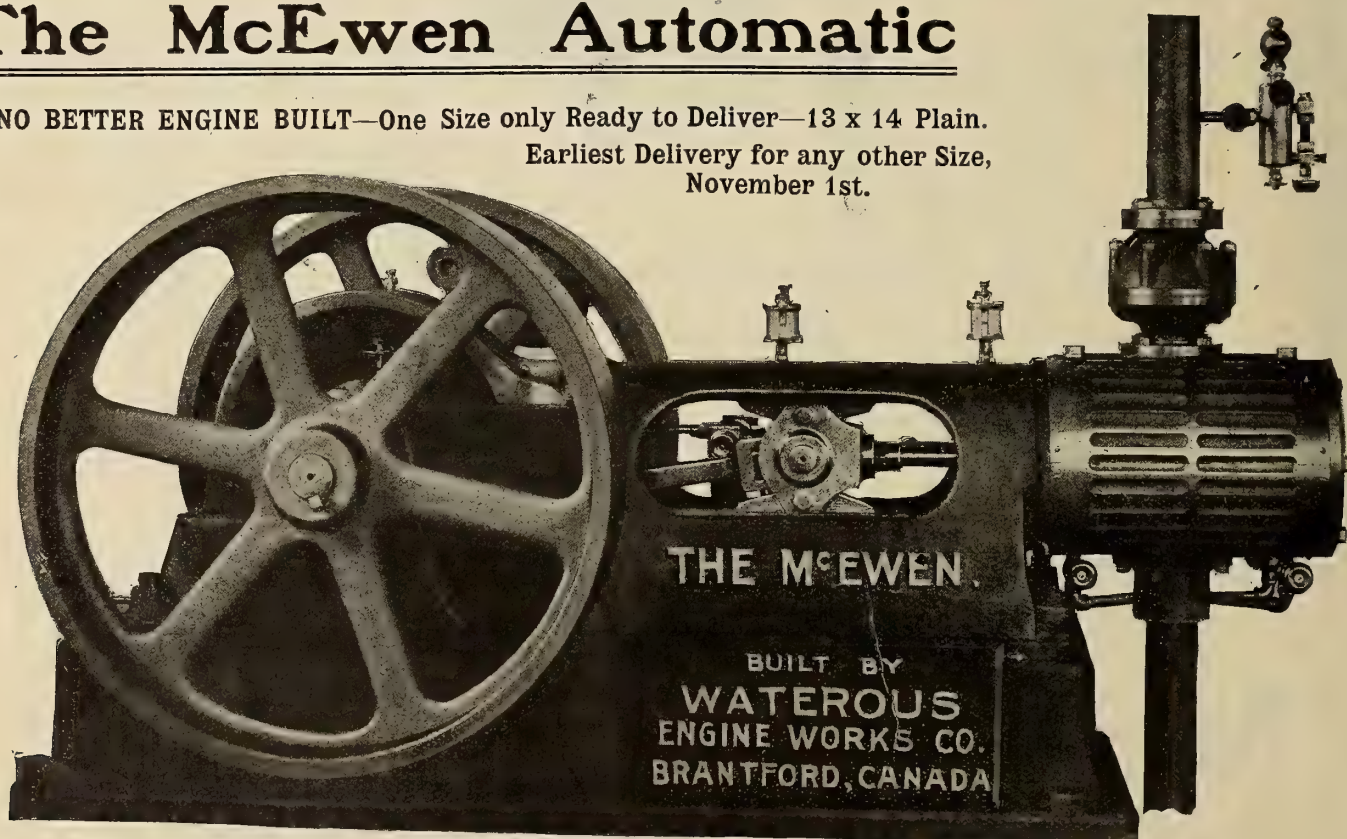
SCHOFIELD & CO., Ltd.,
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The McEwen Automatic

NO BETTER ENGINE BUILT—One Size only Ready to Deliver—13 x 14 Plain.
Earliest Delivery for any other Size,
November 1st.



WATEROUS ENGINE WORKS CO.,

BRANTFORD,
CANADA.

"Everything for the Tinshop"

We are the only manufacturers on the American continent who can supply everything that is required to stock a Tinshop

Our industries include immense tin and enamel ware factories as well as the largest stove foundries in Canada.

All other manufacturers confine their output to one only of these lines.

In addition to the goods made in our factories we handle all other lines required in the tinware business such as refrigerators, ice cream freezers, etc., etc.

By consolidating his account with us a customer can order in car load lots, and by doing so, effect quite a saving in freight, as well as securing many other advantages which one line manufacturers cannot afford to give.

The McClary Mfg. Co.

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CANADA TO SOUTH AFRICA

JOINT DIRECT SERVICE BY

THE ALLAN, ELDER DEMPSTER, & FURNESS LINES

Under contract with the Canadian Government.



MONTHLY SAILINGS

From MONTREAL & QUEBEC in summer

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From ST. JOHN & HALIFAX in winter

—TO—

**CAPETOWN, PORT ELIZABETH,
EAST LONDON or DURBAN**

Calling at other ports if sufficient cargo offers.



The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also Cold Storage Accommodation for the carriage of perishable freight.

For particulars of steamers and dates of sailings, see daily papers, and for all other information, rates of freight, etc., apply to

H. & A. ALLAN, ELDER DEMPSTER & CO.,
Or to FURNESS, WITHEY & CO., Limited,
MONTREAL.

VICTORIA and VANCOUVER

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"The Colonist Covers the Field"

"Mr. Sarel, of the B. C. Book Store, recently advertised in the Colonist, News-Advertiser, Vancouver, and an afternoon Vancouver paper in connection with the purchasing of a ranch. It has been ascertained by the Colonist correspondent that the replies through the Colonist advertisement were nine in number and more numerous than the other two papers combined." Extract from a letter received from Vancouver correspondent of the Colonist.

To reach ALL CLASSES on the Canadian Pacific Coast use the
columns of

THE COLONIST, VICTORIA, B.C.

Established 1858.

CARRIAGES, ROAD CARTS



AND SLEIGHS

We can give the "Maritime" trade better service than any other manufacturer. The advantage of being able to freight a couple of our rigs about as low as the proportionate cost in a car from other provinces is two-fold.

First.—Our ability to supply anything you may not have in stock at short notice, or meet some little change desired, without much, if any extra expense.

Second.—By not requiring the heavy stock necessary where you have to buy carloads, you save interest in carrying it, avoid a great deal of risk of fire, and have more chance to fill in styles you see are running.

You don't have to spend time in trying to convince your trade that both our goods and we ourselves can be relied on—they are the **Standard**. Some others you have to waste a lot of time over, and it all counts.

The Nova Scotia Carriage Company, Limited,

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HIGH GRADE RUBBER GOODS

(MADE IN CANADA)

**BELTING
PACKINGS
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VALVE SHEET
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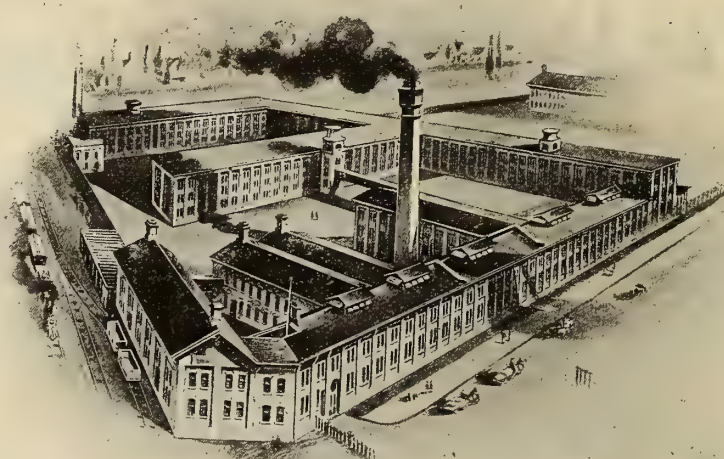
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—FOR—

**WATER
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SUPERIOR
.. IN ..
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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.
The best fitting, best wearing and most stylish rubber footwear on the market.

SPECIAL ATTENTION GIVEN TO EXPORT ORDERS



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IS A CANADIAN INVENTION

MANUFACTURED IN MONTREAL AND
SHIPPED TO ALL PARTS OF THE WORLD.

It is the HIGHEST NON-CONDUCTOR made, for covering
steam, hot and cold water pipes, marine, locomotive, stationary
and kitchen boilers, brine and ammonia pipes.

The first cost of covering your steam pipes with MICA COVER is
refunded you in a very short time by the enormous saving in
fuel. Send for catalogue and prices to the

MICA BOILER COVERING CO., LIMITED

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Dealers in Engineers' and Mill Supplies. Contractors to the
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Incorporated by Act of Parliament 1885.

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| CAPITAL FULLY PAID | - | - | - | - | \$1,500,000 |
| RESERVE FUND | - | - | - | - | \$450,000 |

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Capital, \$1,300,000.00

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The Sovereign Bank of Canada is in a position to handle banking business of every description in accordance with modern ideas.

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General Manager.

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FOR UNDERGROUND INSTALLATIONS.

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PERFORATED SHEET METALS



... IN ...
Brass, Copper,
Steel, etc.

All sizes of perforations and thickness of metals for

MINERS' USE

GRAIN CLEANING
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BRANCH OFFICES { Capetown, Port Elizabeth and Johannesburg, South Africa.
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London, England; Auckland, New Zealand; Bombay and Calcutta, India.

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GENERAL EXPORT AND IMPORT COMMISSION AND SHIPPING MERCHANTS

Head Office
27-29 Wellington Street East,

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Buyers and Exporters of Canadian Products, Manufactured Goods, Machinery and General Merchandise.

Selling Agents for Canadian Manufacturers through Foreign Branches

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between other brands and  
ANCHOR LIQUID HOUSE  
PAINTS. It is the difference

you find between ordinary White Lead, and BRANDRAM'S B. B. GENUINE, between the better and the BEST, between the comparative and the SUPERLATIVE.

ANCHOR LIQUID HOUSE PAINTS are the BEST because BRANDRAM'S B. B. GENUINE is the only White Lead used in their manufacture.

HENDERSON & POTTS,

Manufacturers, - - HALIFAX and MONTREAL.





## The Pride of the Paper Trade

This water-mark in each sheet.

FOR  
LETTER

HEADS,

&c.



FOR  
ACCOUNT  
BOOKS

"MADE IN CANADA"  
—BY—

**THE ROLLAND PAPER CO.**

HIGH GRADE PAPER MAKERS

## SADLER & HAWORTH

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MANUFACTURERS OF

**OAK LEATHER BELTING**

**AND LACE LEATHER**

DEALERS IN

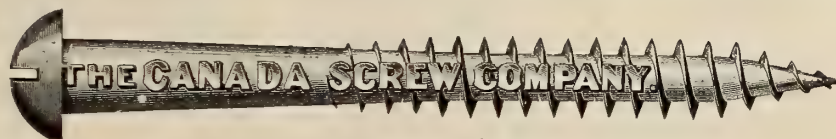
**GENERAL MILL SUPPLIES**

MONTREAL

TORONTO

Cor. William & Seigneurs Sts.

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**HAMILTON**

MONTREAL

**WOOD SCREWS,** Machine Screws, Nuts,

Stove Bolts, Tire Bolts, Rivets, Burrs,

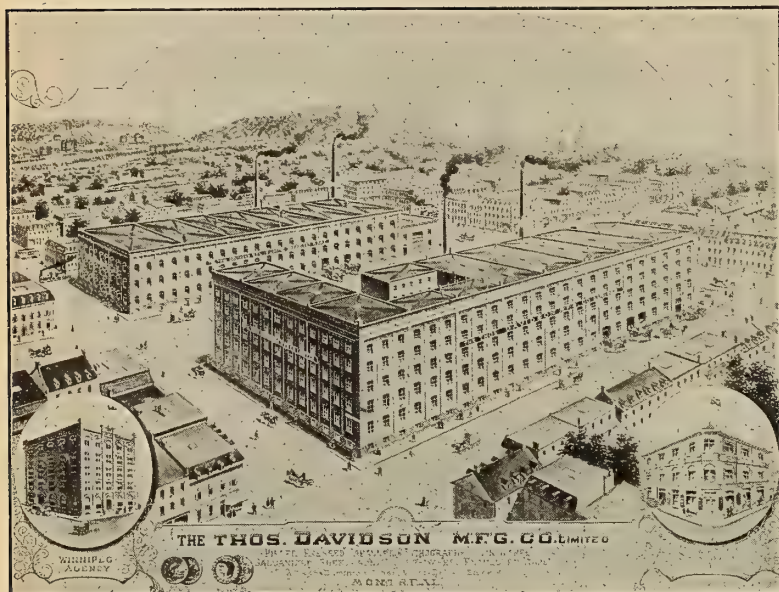
Wire in Coils and Straight Lengths

WIRE NAILS, BRIGHT WIRE GOODS

We have exceptional facilities for making Special  
Threaded Wire Goods

**THE CANADA SCREW COMPANY**





## Enamelled Ware

OUR BRANDS:—"CRESCENT," "COLONIAL,"  
"WHITE and BLUE and WHITE,"  
"STAR" Decorated.

TINWARE:—Pieced, Pressed, Japanned, Lithographed.  
Copper, Sheet Iron and Galvanized  
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**The THOS. DAVIDSON MFG. CO., Ltd.**  
MONTREAL, CANADA

## CATALOGUE PAPERS

"MADE IN CANADA"

*All Grades and the Best of Each  
Samples on Application  
Your Printer can supply you*

**CANADA PAPER COMPANY**

**CATALOGUE PAPERS made in Canada,**

HAVE two prominent features that place them ahead of all others. They are money-savers in that—for equal weight—they are far bulkier than others. They are entirely opaque in texture, thus lighter paper may be used without destroying the appearance of the work. Paper that looks beautiful unprinted may when printed, from its transparency, prove an absolute eyesore, the dark printing on one side of the page showing through on the other and vice versa, thus defacing both pages. In other points our Catalogue Papers equal or surpass others. All kinds, rough Antique laid to finest Super Calendered wove.

Special attention to mail orders and enquiries.

**CANADA PAPER CO., LIMITED,**  
MONTREAL - - TORONTO



This design a Guarantee of Quality.

THE

**QUEEN CITY  
OIL CO., Limited**

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HIGHEST GRADES OF

**REFINED OIL**

**LUBRICATING OILS**

AND ALL

**PETROLEUM PRODUCTS.**

**ROBT. S. FRASER**

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Office—17 Lemoine Street - MONTREAL

Factory—Canal Bank.

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| Garnetted Wastes                     | Wool Extracts  |
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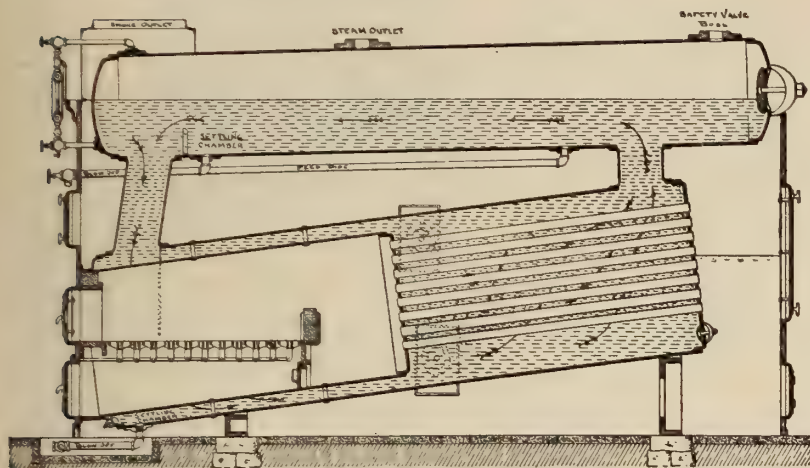
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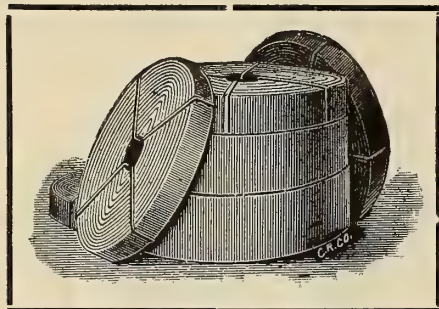
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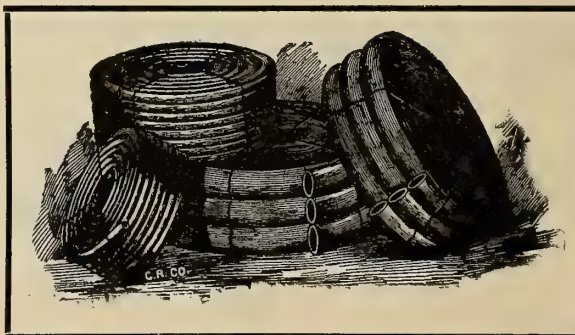
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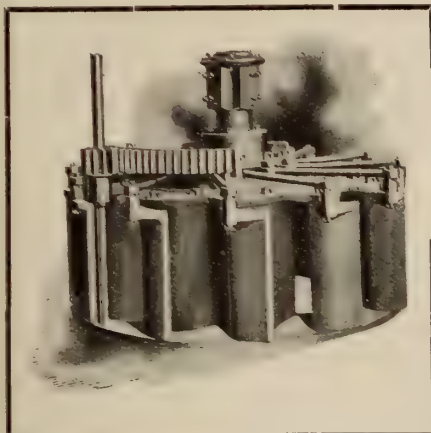
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### THE TRANSCONTINENTAL TRIP

Industrial Activities of the Month

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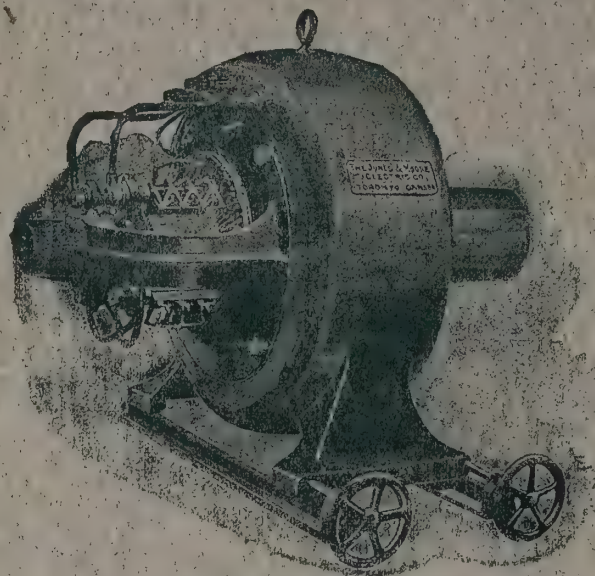
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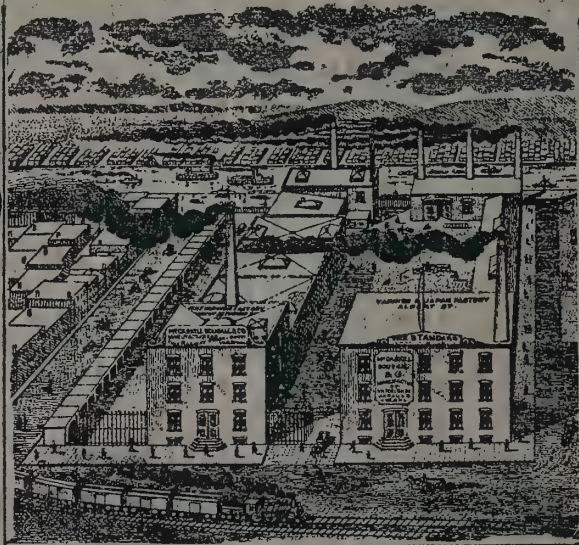
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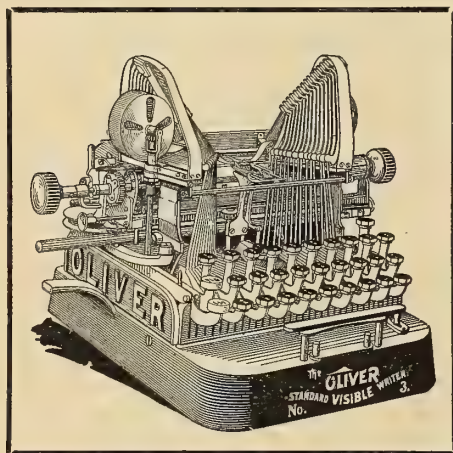
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Vol. IV.

TORONTO, NOVEMBER, 1903.

No. 4

## Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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Secretary,

Canadian Manufacturers' Association,

(Incorporated)

Head Office, Toronto, Canada.

### THREE PROTECTIONIST PREMIERS

THREE of the Provincial Premiers have taken a strong stand in favor of increased tariff protection for Canadian industries: Hon. George W. Ross, Premier of Ontario; Hon. R. P. Roblin, Premier of Manitoba; and Hon. F. W. G. Haultain, Premier of the Canadian Northwest Territories.

The politicians at Ottawa have been so busy discussing railway questions, that they have been unable to give the question of tariff revision the attention it deserves, and they do not fully appreciate the great change that has taken place in public sentiment during the past year. These provincial premiers were not bound to express an opinion on this question. They could easily have evaded any public announcement of their attitude, because the Provincial Legislatures have no jurisdiction in tariff matters. They are all shrewd politicians, and it may be supposed that they would not have gone out of their way to publicly express their belief in better protection for Canadian industries if they had not felt that public opinion was with them.

### A WRONG ASSUMPTION

THE Winnipeg Free Press, the leading Liberal newspaper of Manitoba, refers to the Canadian Manufacturers' Association as a Conservative organization. The Liberal leaders evidently do not regard it as such for they have no hesitation in attending banquets of the Association and expressing sympathy with the aims of the organization. Anyone who will look over the lists of speakers at the various banquets of the Canadian Manufacturers' Association during the past two years will find that there have always been a number of the most prominent Liberal leaders at these banquets. At the banquet given in the King Edward Hotel, Toronto, on the occasion of the last annual meeting, among the invited guests who spoke at length were such prominent Liberals as Hon. Geo. W. Ross, Premier of Ontario, Sir William Mulock, Postmaster-General of Canada and Hon. William Paterson, Minister of Customs.

As a matter of fact the Canadian Manufacturers' Association is absolutely non-political. It includes among its members many Liberals as well as many Conservatives and it treats the two political parties with absolute impartiality.

As regards protection the aim of the Association is to raise the question above the plane of partisan politics and make adequate protection the established policy of the country no matter which party is in power.

During the past year an effort has been made to educate the people on this question. The campaign was begun at the suggestion of Hon. W. S. Fielding, Minister of Finance in the Laurier Government. Replying to manufacturers, who asked for a general increase in the tariff, Mr. Fielding said: "Educate the people." He intimated that if the manufacturers would educate the people to believe in higher protection they

might get what they wanted from the Government. The manufacturers adopted his suggestion, and because they have done so the Free Press alleges that the Association is sending out literature in the interest of the Conservative party. There has never been anything of a partisan nature in the literature issued by the Canadian Manufacturers' Association. The fiscal question has been discussed on broad national lines. During the past year there has been a great development of protectionist sentiment among Liberals. There is now a widespread feeling that the time has come for Canadians to stand together, irrespective of party, to build up Canada. The Protective Tariff Education Campaign, which Hon. Mr. Fielding suggested, will not benefit the Conservatives unless the Liberal leaders fail to respond to the growing public sentiment in favor of a revision of the tariff that will preserve the home market for the Canadian people.

The manufacturers do not propose an increase in every item of the tariff as has been alleged. They believe that articles which cannot be produced in the country should be admitted free of duty or at as low a rate of duty as the necessities of revenue will permit. They do not desire that their interests alone shall be considered. They believe in increased protection for farmers as well as for manufacturers and

### NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, Nov. 19th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, Nov. 10th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, Nov. 12th.

"Pacific Excursion" Banquet, King Edward Hotel, Toronto, Nov. 19th, at 6.30 p.m.



they point to the fact that Canada imported during the fiscal year 1902 over sixteen million dollars worth of United States farm products that could be produced in Canada in addition to great quantities of raw cotton, southern fruits and other things that cannot be grown in Canada.

It is unfortunate that the chief Liberal newspaper in the Canadian Northwest is taking such a hostile attitude toward protection at a time when popular sentiment in both political parties is strongly in favor of a policy that would make Canada commercially independent.

### THE ALASKAN BOUNDARY AND THE TARIFF QUESTION

EVERYWHERE in Canada from the Atlantic to the Pacific the news of the Alaskan boundary award has been received with intense indignation. An American business man who is visiting Toronto, said: "I had no idea that there was so much Canadian national spirit. I hear the people talking about the Alaskan boundary award on the streets, in the street cars, in the restaurants, hotels, everywhere. They are as much excited about the loss of two little islands on the far Pacific coast as if the city of Toronto had been given away to the United States. I took the trouble to measure on the map the distance from Toronto to Port Simpson. As near as I could make out the distance is about 2,400 miles in a bee line. What difference can it make to the people of Toronto whether those far-away islands belong to Canada or to the United States?"

There would be the same indignation in Alberta and British Columbia if Britain should give to the United States any of the small islands off the coast of Nova Scotia as there is in Eastern Canada over the loss of those two little islands near Port Simpson. There can be no doubt that the Canadian people are now one in spirit from the Atlantic to the Pacific. Do our Canadian politicians take this fact into account in considering the tariff question? Are not many of them too ready to assume, for example, that the farmers of Manitoba think it makes no difference to them whether they buy manufactured goods in Toronto or Chicago, regardless of the fact that if they patronize Chicago manufacturers they may be the means of throwing Canadian workmen in Toronto out of employment.

As Port Simpson is recognized to be the best available port on the Pacific for the shipment of North Alberta farm products, the workingmen in Ontario factories are angry at the thought that it may possibly be necessary to choose a port less favorably situated commercially for the Grand Trunk Pacific terminus, because Port Simpson may be menaced by fortifications on the islands conceded to the United States by Lord

Alverstone. Why should not the farmers of Alberta be equally indignant if our politicians refuse to give the workingmen of Ontario adequate protection against American manufacturers?

Canadian farm products and Canadian manufactured goods are almost shut out of the United States by a high tariff. The Canadian tariff is so low that vast quantities of United States merchandise are sold in Canada. The Canadian consumption of United States merchandise in the year 1902 was thirty-two times as much per head of population as the United States consumption of Canadian merchandise, and this loss does not fall on Canadian manufacturers and their workmen alone, for the Canadian consumption of United States farm products last year was thirty times as great per head of population as the American consumption of Canadian farm products without taking

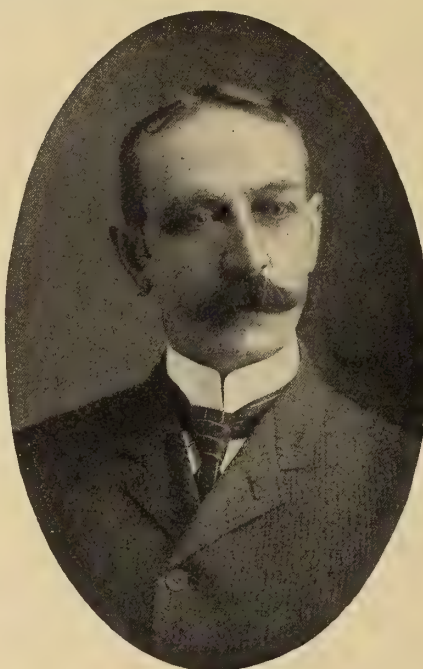
Low as our protective tariff is compared with the American tariff, it has so far enabled the coast cities of British Columbia to secure a considerable part of the Yukon trade which would otherwise have gone to Seattle. If the Canadian tariff were as high as the United States tariff practically the whole trade of the Yukon territory would be controlled by Canadians.

While popular sentiment would undoubtedly approve of a general tariff averaging as high as the United States tariff it would not be wise to adopt the American tariff item for item. The Canadian tariff should be adjusted to suit Canadian conditions. Some items of the United States tariff may be too high. Our tariff should not be framed in a spirit of hostility. But we need not fear that making our tariff as high as may be necessary to fully develop our material natural resources and build up a great industrial nation will offend our neighbors.

### WE HAVE SOMETHING LEFT

WHILE all Canadians are justly indignant about the Alaska boundary award it is going too far to represent that Canada has almost no coast line left as some of our daily newspapers have unwisely done. One paper published a statement to the effect that Lord Ashburton gave away our ice-free port on the Atlantic and that Lord Alverstone has almost cut us off from the Pacific.

As a matter of fact Canada has at least twelve harbors on the Atlantic coast that are open throughout the year viz.: St. John, N.B., St. Andrews, N.B., Halifax, N.S., Louisburg, C.B., Yarmouth, N.S., Annapolis, N.S., Barrington, N.S., Liverpool, N.S., Lockeport, N.S., Lunenburg, N.S., Parrsboro, N.S. and Shelbourne, N.S. The magnificent harbor of Sydney is usually open throughout the year, but in severe winters it is sometimes closed for a short time. The harbor of St. John is 184 miles farther from Montreal than Portland, but it is 156 miles nearer to Liverpool than the Maine port, so that the actual distance in favor of Portland is very slight. As regards time a passenger leaving Montreal for Liverpool by way of the Canadian Pacific Railway and St. John would get to England more quickly than by way of Portland because a fast railway train could run over the 184 miles of track more quickly than a fast ship could go over the 156 miles of ocean. The port of St. John has been absolutely free from ice in the severest winters ever known, and this cannot be said of Portland. The railway distance from Montreal to St. John via the Intercolonial, Temiscouata and Canadian Pacific Railway lines entirely through Canadian territory is 533 miles as compared with 481 miles by the line through Maine, but the grades are much easier and with an equally good railway trains could



MR. W. S. FISHER  
Emerson & Fisher, St. John  
New Brunswick Vice-President C. M. A.

into consideration our imports of raw cotton, Southern fruit and other things that cannot be grown in Canada. In view of the general indignation against British diplomats for conceding to the United States Canadian territory which the Americans would not surrender without war, is it reasonable to suppose that there would be any popular resentment if our Canadian Government put an end to the unfair trade arrangements now existing by making the Canadian tariff against American products as high as the United States tariff against Canadian products?

Having possession of the coast line which naturally belongs to the Yukon territory and all the harbors thereof the Americans would absolutely control the Yukon trade, but for the fact that we have a protective tariff.



make the distance more quickly. If a railway were constructed from Winnipeg to St. John by the shortest possible route it would bring this Canadian port nearer to the Canadian Northwest than Portland is.

Halifax harbor is 594 geographical miles nearer to Liverpool than New York is and has been declared by British naval authorities to be the finest harbor in the Empire. It is six miles long, one mile wide, and opens into Bedford Basin, a deep land-locked bay six miles long by four wide. It is easy of access, open throughout the year and has the advantage of being nearer to coal fields than any Atlantic port of the United States. If boats as fast as those which run from New York to Liverpool were placed on the route between Halifax and Liverpool there is no doubt that Canada would become the great highway of travel between Europe and America.

As regards our Pacific coast the distance from Vancouver to Port Simpson is greater than the distance from Portland to Baltimore. On a coast line of similar length the United States has the important cities of Portland, Boston, New York, Philadelphia and Baltimore besides many smaller cities. The whole of our Pacific coast line is absolutely free from ice at all seasons of the year. The mainland coast of British Columbia has a greater length than the Atlantic coast line of Holland, Germany and Denmark combined. Moreover we have a number of valuable islands off the coast. Vancouver Island and Queen Charlotte Islands are worth far more than all the United States islands together. Vancouver Island is nearly 300 miles long and the Queen Charlotte Islands nearly 200 miles

long. Vancouver Island alone is bigger than Holland, the home of one of the greatest maritime nations of history.

In comparing the length of the mainland coast of British Columbia with the coast of other countries the ocean line has



MERCHANTS' AND MANUFACTURERS' BUREAU

The headquarters of the C.M.A., at the Nova Scotia Provincial Exhibition at Halifax.

been followed. If we follow the sinuosities of the inlets the comparison will be still more favorable to British Columbia. The coast navigation may be best described in the words of Lord Dufferin who said: 'Such a spectacle as its coast line presents, is not to be paralleled by any country in the world. Day after day for a whole week in

a vessel of nearly 2,000 tons, we threaded a interminable labyrinth of watery lanes and reaches, that wound endlessly in and out of a network of islands, promontories and peninsulas for thousands of miles, unruffled by the slightest swell from the adjoining ocean, and presenting at every turn an ever shifting combination of rock, verdure, forest, glacier and snow-capped mountain of unrivalled grandeur and beauty. When it is remembered that this wonderful system of navigation, equally well adapted to the largest line-of-battle ship and the frailest canoe, fringes the entire sea-board of the Province and communicates at points sometimes more than a hundred miles from the coast, with a multitude of valleys stretching eastward into the interior, whilst at the same time it is furnished with innumerable harbors on either hand, one is lost in admiration at the facilities for intercommunication, which are thus provided for the future inhabitants of this wonderful region."

#### A QUESTION OF PRICES

THE Winnipeg Free Press says: "The United States tariff on iron and steel is a monstrosity. It begins at iron ore and covers every product of its manufacture with a mixture of specific and ad valorem rates that run into very high figures."

However, the result of this tariff is that the United States farmers get all the iron and steel manufactures they require on their farms cheaper than any other farmers in the world. The farmers of free trade England pay a much higher price for their agricultural implements than the farmers of the United States.



PARLIAMENT BUILDINGS

The scene of the official entertainment of the excursionists by the Lieutenant-Governor of British Columbia.

VICTORIA, B.C.



The Free Press alleges that the iron and steel manufacturers of the United States have accumulated immense fortunes by combining to keep prices just under the tariff level. This implies that the prices of iron and steel in the United States have generally been almost equal to the British prices with the duties added. Anyone who has compared the price lists in England and the United States during the last forty years knows that this statement has not the slightest foundation in fact.

Prominent British steel men have frequently said that the prices of steel have usually been so low in the United States

question of prices under protection which was published in the September number of *Industrial Canada*: "The manager of the Barrow Steel Company stated in evidence before the British Royal Commission on Trade Depression that in one year his company had paid £160,000, or about three-quarters of a million dollars in duties to the United States Government. In the year 1887 Mr. A. Williamson challenged the Cobden Club to issue a short circular to the leading British exporters asking them whether in exporting goods to the United States the taxation was paid by the British manufacturer or the consumer in the United States.

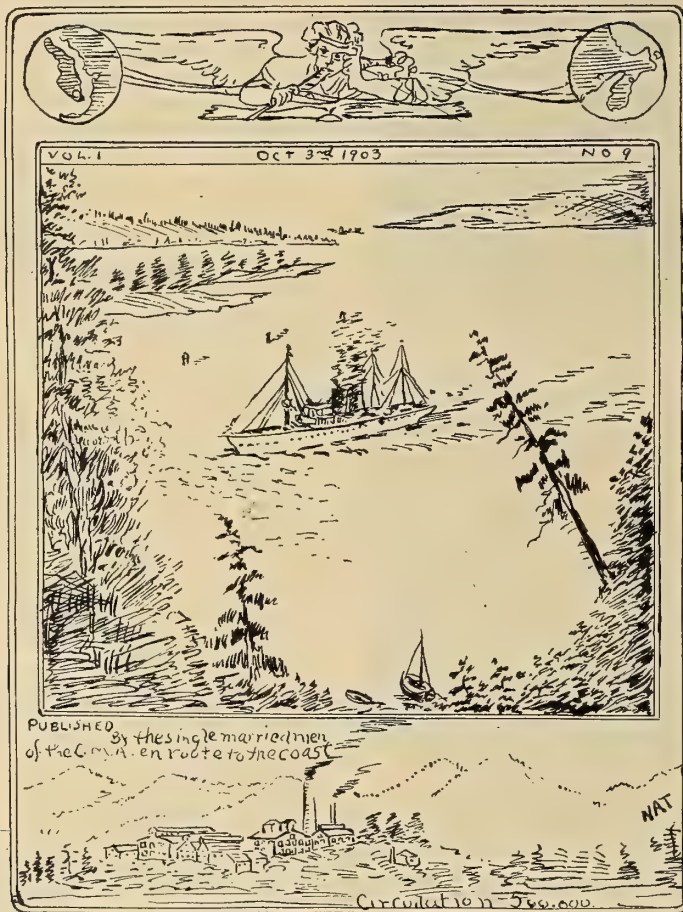
## CO-OPERATION OF FARMERS AND MANUFACTURERS

THE attitude of "The Nor'-West Farmer," a very successful agricultural journal published in Winnipeg, presents a strong contrast to that of the Winnipeg "Free Press." "The Nor'-West Farmer" of October 5, says: "A party composed of members of the Canadian Manufacturers' Association and their lady friends, about 150 in all, are at present enjoying an excursion through the Canadian West. In Winnipeg, on their way westward, they were tendered a banquet by the local manufacturers' organization. After leaving here they stopped at Portage la Prairie, Brandon and Edmonton, going as far westward as Victoria, B.C. On the way back a call was made at Calgary. The return eastward from Winnipeg is to be made over the Canadian Northern. Everywhere the party stopped they were given the true Western welcome. In so far as Canadian manufacturing can be developed without its expansion being affected at the expense of the agricultural interests, we are glad to witness all the growth it can possibly make. And we are also glad to welcome these men on their visit to the West. Most of the manufacturing of Canada centres itself in the older provinces of the East, and while a large number of the more aggressive firms have been carefully looking after Western trade, there are others to whom such a trip cannot but come as a revelation. Perhaps in this way they may be induced to pay a greater amount of attention to the needs of the farmers here for lines of goods which are especially manufactured to suit the conditions of our own country. And so in the increase of competition and of trade, we hope that greater national prosperity may be reached."

That is the right spirit, recognizing as it does that farmers and manufacturers are mutually dependent upon each other. It cannot be too often repeated that farmers and manufacturers must work together for the good of our common country, co-operating with each other in developing its resources, in getting cheaper transportation for their products, and in securing adequate protection against unfair foreign competition.

The farmers need protection as much as the manufacturers. If they had no protection the Canadian market would be flooded with United States farm products. They really have higher protection now than many of our manufacturers, but notwithstanding this protection, over \$16,000,000 worth of the same kind of farm products as they themselves produce were imported into Canada from the United States in the year 1902. Imagine what the importations would amount to if the protection on farm products were abolished.

The farmers will get a double advantage from a general increase in the tariff. Higher



FACSIMILE OF THE COVER OF THE DAILY PAPER PUBLISHED ON THE EXCURSION TRAIN BY THE "SINGLE MARRIED MEN."

that in order to compete in that market they have been obliged to pay the duties. Sometimes in periods of great prosperity owing to the home demand being greater than the production, prices have been considerably higher in the United States than in Britain, but there was a greater difference between the British and American prices when the United States tariff was low than when it was high. Under a high tariff the United States prices have often been lower than the British prices.

For the information of the Free Press we may repeat a portion of an article on the

The Cobden Club did not accept the challenge, but Mr. Williamson sent a circular to a large number of representative exporters of the chief manufacturing centres, embracing cotton, woollen, carpet, iron and steel, brass, gold, silver, electro-plate, hardware, guns, cycles, engineering, glass, india-rubber, leather, beer and other industries. Out of 531 replies, 530 admitted that to a greater or less extent the United States tariff taxation fell upon them instead of upon the consumer in the United States because they had to reduce their prices to meet the prices of the protected American manufacturers."



protection for farm products will shut out unnecessary importations of food from the United States, and give the home market to our farmers, and higher protection for manufactured products will cause the establishment in Canada of many new factories and the enlargement of many old ones, giving employment to thousands of men, who with their families, will have to buy food from Canadian farmers.

When Canadian farmers buy goods made by workmen in United States workshops, they cannot supply these workmen with food without paying the high duties imposed by the United States Government. The farmers do not pay the duties direct, but the exporters pay the farmers less because of those duties, so that the United States duties actually come out of the pockets of our farmers. If the Canadian tariff on manufactured goods were raised, many of the United States manufacturers, who are now supplying Canadians with manufactured goods, would be obliged to start branches in Canada. Their workmen being in Canada, Canadian farm products could be sold to them without paying duties to the United States Government, and Canadian farmers would consequently get much better prices for their products. Moreover, the American manufacturers having started factories on the right side of the Canadian tariff wall, would no longer have to pay duties on the goods sold to Canadian farmers, and they could therefore afford to sell them to our farmers at lower prices than they now do. The competition being within the country instead of from outside would be very much more effective in keeping prices at a reasonable level.

No doubt the higher duties would in some cases cause a slight increase in prices of certain classes of manufactured goods for a short time, until industries were established in Canada on a large scale, but the prices would soon come down as the result of home competition, and in the meantime the country would get an increased revenue which could be used to provide cheaper transportation, Government elevators and other facilities for quick handling of farm products, as well as rural mail delivery which Sir William Mulock says the country cannot now afford.

#### IGNORANCE OF THE VALUE OF THE WEST

THE idea that Western Canada can be placed in antagonism to Eastern Canada on the tariff question is born of ignorance regarding Western resources. It is alleged that the West will oppose protection because it is unfitted by Nature to be a manufacturing country. But Nature has been kinder to the West than freetraders suppose. There is no reason why manufacturing industries should not spring up in the all towns throughout Manitoba just as

they have in the small towns of Ontario, in spite of the predictions made that Ontario could never become a manufacturing province. There are already a number of manufacturing industries in Winnipeg and Brandon and these cities will undoubtedly be important manufacturing centres if adequate protection is given to Canadian industries. They are at some disadvantage because coal must be brought from a distance, but Winnipeg will certainly have cheap electric power from the rapids of the Winnipeg River in the near future. Ontario, at present the greatest manufacturing province of the Dominion, is dependent upon a foreign country for coal. There is some reason to hope that recent inventions for the conversion of peat into economical fuel may enable both Ontario and Manitoba to utilize the vast peat beds within their borders for manufacturing purposes. However this may be the Northwest Territories are well sup-

municipalities but commercially and socially they will form one big city. One of the features of the reception Strathcona gave the members of the Canadian Manufacturers' Association on the occasion of the recent visit to the West was an exhibit of the products of the town and district and the visitors were surprised to find not only farm products and minerals but also a great variety of manufactures. Strathcona boasts that its manufactured products include lace leather, shoe and harness leather, tan fur pelts, robes, all kinds of iron and brass castings, especially for mill machinery, dressed lumber of every size and shape, bricks, boots, shoes, shoepacks, wagons, buckboards, bob sleighs, jumpers, sail boats, skiffs, ferry boats, steam boats, gold dredges, bacon, hams, dried meats, lard, tallow, lager beer, ale, porter, malt, wheat flour, wheat granules, graham flour, bran, shorts, chop feed, rolled oats, oatmeal, pot and pearl



THE C.M.A. BAND ON PARADE AT MOOSE JAW, N.W.T.  
Another direction in which the exuberant spirits of the excursionists found vent.

plied with coal. The coal deposits already discovered would be sufficient to supply the territories with fuel for generations and there is little doubt that new discoveries will be made. There is a valuable water power running to waste in the vicinity of Calgary, and the town is so near to the coal fields that the citizens have no doubt about its future as a manufacturing centre. The people of Edmonton are proud of the fact that their town is built right over a great coal bed that outcrops on the banks of the Saskatchewan. The freetrader who tries to persuade the people of Edmonton and Strathcona that they can never hope to build up big manufacturing cities will have his trouble for his pains. They know that they have all the natural advantages in their favor and they have enterprise enough to make the most of those advantages if adequate protection for home industries is assured. Edmonton and Strathcona are located side by side on the opposite banks of the Saskatchewan. They may remain separate

barley, and factory butter. While most of these industries are as yet on a very small scale, with adequate protection they will develop into big industrial establishments, giving employment to many men and creating a profitable home market for the farmers of the district.

There are many little villages in the Canadian Northwest Territories that will yet develop into important manufacturing towns.

As regards British Columbia it probably possesses greater advantages for manufacturing than any other province of the Dominion. With vast forests of the finest timber in the world, abundance of coal, iron, lead, copper and all the precious metals, swift running rivers and waterfalls from which electric power can be generated, extensive grazing lands in a climate suitable for producing wool of fine quality and numerous ocean ports that are always free from ice there should be no limit to the growth of every [description of manufactures in that province.



# EXECUTIVE COUNCIL

*First meeting of the year—42 new members—  
Secretary re-engaged—Important committee news*

THE first meeting of the Executive Council of the Canadian Manufacturers' Association for the current year was held in the Council Chamber, Board of Trade Buildings, Toronto, on Thursday, Oct. 22nd, 1903, at 2 o'clock.

The following members were present:—Messrs. Geo. Booth, R. J. Christie, H. Cockshutt, Jno. W. Cowan, Robert Crean, P. W. Ellis, John D. Flavelle, George D. Forbes, W. K. George, Jas. Goldie, R. Hobson, A. E. Kemp, R. O. McCulloch, R. McLaughlin, W. K. McNaught, Jas. Maxwell, J. P. Murray, W. B. Rogers, T. A. Russell, A. F. Rutter, Wm. Stone, John M. Taylor, A. W. Thomas, J. O. Thorn, W. B. Tindall, C. R. H. Warnock, Henry Wright.

In the absence of the President, Mr. W. K. George, First Vice-President, occupied the chair. In opening the meeting, Mr. George welcomed the members of the Council to the first meeting of the year, and expressed, on behalf of the Council, their deep regret at the enforced absence of the President.

The Minutes of the last meeting were taken as read.

Communications were received as follows:

(1) From the following members who were unable to be present:—Mr. George E. Drummond, President, and Messrs. G. E. Amyot, W. P. Gundy, C. H. Waterous, Wm. Robins and W. R. Landon.

(2) From Mr. L. J. Breithaupt, regretting his inability to occupy a place on the Council. The resignation was accepted, and the appointment of a successor referred to the Reception and Membership Committee for recommendation.

Reports of the Officers and Committees were received as follows, and upon motion were duly adopted.

## SECRETARY

The Secretary reported briefly with regard to the Annual Meeting, the forwarding of all resolutions, etc., which had been passed, the notification to members concerning a change in the membership fee, the commencement of a membership campaign and the issue of the Trade Index. In all branches of the Association's work the committees were well organized and the prospects bright for a successful year.

## TREASURER

The report of the Treasurer was read by Mr. George Booth. It showed a substantial credit balance up to the beginning of the month.

## RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was read by the new Chairman, Mr. Robert Crean. It recommended for acceptance 42 applications for membership, and announced the inauguration of a membership campaign, in which each mem-



PRESIDENT GEORGE E. DRUMMOND OF MONTREAL

Chief Executive officer of the Association on the "Pacific Excursion. Mr. Drummond's stirring Canadian speeches en route never failed to arouse enthusiasm.

ber of the Association would work to secure one more. The co-operation of all the members of the Executive Council was earnestly desired.

The report outlined the arrangements for the first monthly dinner of the season, and suggested that it should be held on the evening of November 19th, when the event might be made the occasion for hearing a series of addresses on Western Canada by members of the Pacific Excursion party. The Executive Council approved of the idea.

The report stated that the resignation of Mr. R. J. Christie, as Chairman of the Committee, had been accepted with regret, and Mr. Robert Crean unanimously appointed in his stead.

The suggestion with regard to the increase of membership was commented upon by Mr. Cockshutt, who emphasized the importance of having branch organizations of large manufacturing concerns take out 2nd memberships in the Association for the firms they represent.

## FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. P. W. Ellis. It provided for the payment of the regular expenditure of the Association.

## "INDUSTRIAL CANADA" COMMITTEE

The report of the "Industrial Canada" Committee was presented by Mr. T. A. Russell. It stated that the contract for printing "Industrial Canada" during the current year had been awarded to the Monetary Times Printing Company, and that sketches for a new cover design were called for, the committee having offered a sum for the competition.

The report recommended that a labor column should be instituted in the paper for the purpose of supplying useful information to the members of the Association on labor questions. The final adoption of this suggestion was held over for further discussion at the next meeting.

## PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by Mr. P. W. Ellis. Among other things, it provided for the correction of misrepresentation which had been made at Ottawa concerning the attitude of the Association on labor questions. It also dealt with the subject of having the interests of the Association adequately defended by legal counsel, and stated that the committee were considering specially the question of the incorporation of Trades Unions. It urged further upon the Local Branches of the Association the necessity of reviewing carefully each measure introduced into Provincial Legislatures, in order to guard closely the interests of the manufacturing industries.



## RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by the Chairman, Mr. J. O. Thorn. It reported the progress made by the committee in the investigations which were being carried on regarding Canadian Joint Freight Classification. It also reported that the committee had taken active steps to secure the rights of the shipper in the provisions of the new Railway Commission Bill. A determined effort was being made to permit appeals from the decision of the Commission on questions of fact. The committee viewed the adoption of any such amendment with alarm, since the majority of Canadian shippers would be obliged to surrender their rights rather than bear the expenses of frequent appeals. The committee stated further, that they were about to reconsider the question of engaging a special transportation expert in the interests of the members of the Association.

## PACIFIC EXCURSION

On behalf of the officers of the Association Mr. H. Cockshutt, of Brantford, presented a special report dealing with the Pacific Excursion and its results. This report is published in full in another column.

The reports of the officers and committees having concluded, the Executive Council dealt with a number of appointments for the current year.

## FINANCE COMMITTEE

Upon motion of Mr. Hobson, seconded by Mr. Taylor, the following were appointed a Committee on Finance for 1903-4: the President, the First Vice-President, the Treasurer, and Messrs. P. W. Ellis, T. A. Russell and J. P. Murray.

## SECRETARY

Upon motion of Mr. P. W. Ellis, seconded by Mr. George Booth, the present Secretary, Mr. R. J. Younge, was offered re-engagement at an increased salary. This motion was carried unanimously, and upon being informed of the decision of the Executive Council, the Secretary signified his acceptance, expressing at the same time his appreciation of the Council's action, and referring briefly to the work of the Association and the splendid services of the Branch Secretaries.

## DAY OF MEETING

It was unanimously agreed that the Council should meet during the present year on the same day as in the past, namely 3rd Thursday of each month.

## AUDITOR

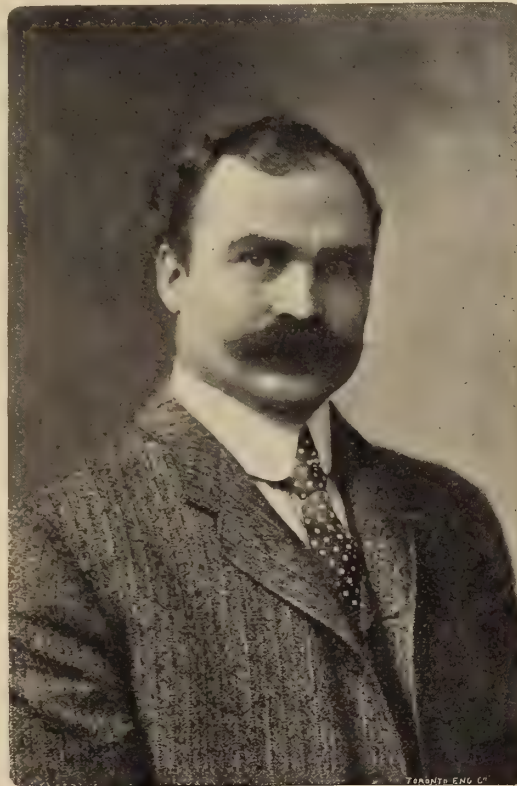
On motion of Mr. Taylor, seconded by Mr. Rutter, Mr. W. C. Eddis was re-appointed auditor for the present year with the same remuneration.

## DOMINION EXHIBITION AT WINNIPEG

Before the Council adjourned, the following resolution with regard to the Dominion of Canada Exhibition, to be held at Winnipeg, was moved by Mr. J. O. Thorn, seconded by Mr. W. K. McNaught, and unanimously carried.

"That the Executive Council of the Canadian Manufacturers' Association heartily approves of the idea of holding a Dominion Exhibition in Winnipeg in 1905, and pledges its support to such an enterprise."

In speaking to the resolution both of these gentlemen dwelt upon the importance of the West, and the great good which would undoubtedly result to Canadian trade through



VICE-PRESIDENT W. K. GEORGE OF TORONTO

Another of the Association's officers who returned from the Pacific Excursion a firmer believer in Canada's great future.

the hearty support of this enterprise on the part of the Association.

These remarks were heartily endorsed by the Council.

The meeting then adjourned.

## NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications passed at Executive Council Meeting, October 22nd, 1903

Anglo British Columbia Packing Co., Ltd., Vancouver, B.C., canned salmon.

Anglo B.C. Packing Co., Ltd., (D. Bell Irving, 2nd member), Vancouver, B.C., canned salmon.

Henry Birks & Sons, Winnipeg, Man., gold and silver smiths.

British Columbia Marine Ry. Co., Victoria, B.C., ships and repairs.

British Columbia Packers' Association, Vancouver, B.C., canned salmon.

B.C. Packers Ass'n, (G. J. Wilson, 2nd member), Vancouver, B.C., canned salmon.

B.C. Mills Timber & Trading Co. (R. Alexander 2nd member), Vancouver, B.C., lumber, sash and doors, shingles.

Canadian Canners Consolidated Co., Ltd., Hamilton, Ont., canned goods, jams, evaporated apples, etc.

The Canadian Canning Co., Ltd., Vancouver, B.C., canned salmon.

Alfred Dickie, (J. Scott Chisholm 2nd member), Halifax, N.S., lumber.

Columbia River Lumber Co., Ltd., Golden, B.C., lumber.

The T. Eaton Co., Ltd., (W. G. Dean), Toronto, cloaks, waists, wrappers, etc.

The T. Eaton Co., Ltd., (Harry McGee), Toronto, furs, clothing, cloaks, furniture, etc.

J. E. Edwards & Sons, Bracondale, Ont., harness trimmings and leather goods.

Edmonton Tent & Mattress Co., Edmonton, N.W.T., tents, awnings, mattresses, flags and camp supplies.

Elk Lumber & Mfg. Co., Fernie, B.C., lumber.

Gallagher Hull Meat and Packing Co., Edmonton, Alta., hams, bacon, lard, sausages, etc.

G. F. & J. Galt, Winnipeg, Man., spices, etc., "Blue Ribbon Goods."

Chas. Gurd & Co., Montreal, ginger ale and soda water, etc.

The Hinton Electric Co., Ltd., Vancouver, B.C., general electric apparatus and machine work.

P. Larose, Quebec, P.Q., printer and stationer.

Lever Brothers, Limited, (J. J. Gibbons 2nd member), Toronto.

Litson & Burpee, Ltd., Vancouver, B.C., shingle machines and canning machinery.

McCulloch & Co., Souris, Man., flour.

McGregor, Harris Co., Limited, Toronto, confectionery, marmalade.

MacPherson & Hovey Co., Clinton, Ont.: threshing machines.

Geo. A. Mitchell, Winnipeg, Man., woodwork, doors, sash, etc.

Dr. Ed. Morin & Cie, Quebec, P.Q., patent medicines and druggist specialties.

Geo. Paterson, Deloraine, Man., publisher "The Deloraine Times."

J. Piercy & Co., Victoria, B.C., shirts, clothing, underwear, etc.

Ritchie & Ramsey, (C. N. Ramsay 2nd member), Toronto, coated paper.

Sadler & Haworth, Toronto, Leather belting.



Siche Gas Company, Toronto, gas machines and accessories.

Strathcona Brewing & Malting Co., Strathcona, Ont., beer, ale and porter.

N. Thompson & Co., Vancouver, B.C., machine shop.

F. Tremblay & Co., Montreal, doors, sashes, blinds, etc., lumber merchants and manufacturers of wagons, lorries, etc.

United Factories Limited, (A. R. Capreol 2nd member), brushes, brooms, woodenware, etc.

Vancouver Hardware Co., Ltd., Vancouver, B.C., tinware and stoves.

Waldman & Somner, Montreal, cloaks.

Waterous Engine Works Co., Vancouver, B.C., machinery.

W. C. Wells, Palliser, B.C., lumber.

The Western Implement Mfg. Co., Winnipeg, Man., agricultural implements.

may be made to feel that the East and the West cannot act independently of each other, but that they must stand together for the good of the whole country.

(2) That the Canadian manufacturers should make a supreme effort to secure the trade of the West.

If there were any conditions which were not entirely satisfactory, it was the large proportion of United States goods which were flooding that market.

We believe it is not the wish of the Western people to import their goods. On every hand, we found that Canadian goods were right in quality, and worthy of the confidence of the people. In addition to this, we were informed by representative men at every important centre, of the willingness of the Western people, other conditions being equal, to encourage home production rather than to continue foreign importation. Your officers are aware that in some cases the transportation disadvantages decide in favor of United States goods rather than Canadian, but on the other hand, we are strongly of the opinion that speaking generally, Canadian factories might secure a much greater proportion of the Western trade than they are at present enjoying, if they but paid the attention to the West it deserves. In the interests of our own members, and in the interests of the whole country, we earnestly hope that the strongest efforts will be made to hold our Western markets.

(3) We would recommend further that this Association should make a careful and sympathetic study of the problems which are facing Western Canada to-day. Among these, we might mention specially the transportation question and the conditions existing in the lumber and fisheries industries.

(4) We recommend also that this Association should lend its heartiest support towards the encouragement and successful carrying out of a Dominion Industrial Exhibition to be held at Winnipeg, in the near future.

Finally, we beg to recommend that an Excursion such as we made last year to Halifax and this year to the Pacific Coast, should be made, if possible, an annual event in the work of our Association. The retiring Reception and Membership Committee has suggested for next year an excursion to Great Britain. It has also been suggested, with good reasons, that our visit should be made to Newfoundland.

We hope, however, that the Executive Council will look into this matter at as early a date as possible, and take such steps as will bring about, in other directions, the same increase in commercial intimacy and growth of true Canadian sentiment as our Western Excursion has produced.

All of which is submitted

## REPORT ON PACIFIC EXCURSION

*By the Officers of the Association present on the Continental tour of the Canadian Manufacturers' Association, September-October, 1903*

THE officers of this Association who were fortunate enough to take part in the Excursion to the Pacific Coast have the greatest pleasure in reporting to the Executive Council the entire success of the enterprise from first to last. The trip occupied twenty-three days, twenty-eight points were visited and nearly seven thousand miles of territory covered. The party consisting of one hundred and seventy people, including about fifty ladies. The reception in the West at every point visited was warm-hearted and enthusiastic. We found the Western members of the association eager to receive us, and the officials of Municipalities, Boards of Trade, Tourist Associations and other organizations welcomed us in a most cordial manner. At centres where opportunity was given, the general public also joined most heartily in the demonstration. For all this kindness, the Association is deeply indebted to our Western brothers.

### RESULTS

While the trip afforded perhaps a greater amount of pleasure than any enterprise of the kind previously undertaken in Canada, we value it chiefly for its results, commercially and nationally. We believe that it marks an epoch of greater unity and closer commercial relations between the East and the West. Ninety per cent. of the members of the party made the trip for the first time. Upon these, the country, its magnificent expanse and wonderful resources, left a deep impression, which will influence them both in sentiment and business. A number of members of the party invested capital, others completed arrangements for permanent representation in the West, while others are planning to build branch offices and prepare for expansion.

No doubt, the trip will produce remarkable results from a business standpoint. Nationally, we can scarcely estimate all which has been accomplished. The East and the West were made to feel that they were one, and that, as one of our members

stated in addressing a gathering at Port Arthur, Canada was too large a country and the task before her people too great to permit them to be dis-united on any great national question.

We report with pleasure on the splendid Canadian sentiment which exists everywhere in the West, and the faith which is shown on every side in the resources and possibilities of Canada.



R. J. YOUNGE

Secretary of the Canadian Manufacturers' Association and a member of the Excursion party.

### RECOMMENDATIONS

On returning home, we desire to make a few recommendations to the Executive Council and the members of this Association:

(1) That the manufacturers of Eastern Canada should take a deeper interest in the West, in order that our Western citizens





THE CHAMBERS OF COMMERCE DELEGATES AND THE C. M. A. EXCURSIONISTS FRATERNIZE NEAR WHITE RIVER

## THE CONTINENTAL TOUR



**CROSS** the Continent!

Through Ontario to Winnipeg, the Gateway of the West, across a

thousand miles of prairie wheat fields, northward to Edmonton, through the magnificent Rockies to the beautiful cities of Vancouver and Victoria; then eastward through the unsurpassed lakes of the Kootenay, the mining and smelting districts of Rossland, Trail and Nelson, across the ranching country, and back again over the prairies, sweeping around through Southern Manitoba, and home by way of Port Arthur and Fort William. Such was the tour, with many interesting stopping-points, recently made by the party of the Canadian Manufacturers' Association, covering a distance of nearly 7,000 miles, every inch on Canadian soil.

When it was suggested a year ago that such a touring party should be organized not even its most ardent advocates dreamed that the enterprise could be carried out with so much pleasure and comfort, and with such magnificent national results. The arrangements for the excursion were complete, the railway service was excellent, good nature

and enthusiasm were everywhere apparent, the welcome was unstinted, and from first to last the excursion was an unqualified success.

### THE OBJECT

The tour was arranged by the Canadian Manufacturers' Association as a part of their programme in performing the work of a national organization. One of the first duties of Canadians is to know their country, and knowing it to be proud of their opportunities and possibilities, and to assume their individual responsibilities in welding together and building up every part of it. Until one visits the provinces by the Sea, then travels across three thousand miles of territory rich in natural resources and abounding in the greatest variety of beautiful scenery—not until then can one conceive of the vision which presented itself to the Fathers of Confederation, or the great task which faces the people of Canada to-day. With such an immense expanse of country, and a comparatively meagre population, we must cultivate acquaintance, and foster intercommunication between all the provinces in order to establish those bonds of brotherhood and that unity of interest which are so necessary in the building up of a great nation.

It was the distinct aim of the Association to see the great Western country, to meet its people, to endeavor to grasp sympathetically their problems, and following this, to open up through practical business channels a closer intimacy between East and West.

### THE CANADIAN SPIRIT

This purpose was admirably fulfilled. New acquaintances were made, friendships formed, business arrangements established, problems discussed, and views interchanged; but over and above all "Canada" was the keynote of the excursion. Perhaps no undertaking has displayed more truly or vigorously the true Canadian spirit. As remarked on more than one occasion there was no East, no West, but one united Canada. This was evidenced not alone by the patriotic enthusiasm which pervaded the whole party, and through them, swept over the great West; it was the dominant note in every speech, and was heralded even by the streamers which decorated the train with such mottoes as "Canada our Country," "Build up our Home Markets," "Manitoba No. 1 Hard Good Enough for us," "The Eyes of the World on N.W.T.," "British Columbia our Mineral Province," "Canadian Goods for Canadian People," etc., etc.

Nor was the response of our Western hosts one whit less enthusiastic or patriotic.

The doors of the West were flung open, and the Canadians of the West greeted their brothers from the East with the warmest Canadian welcome.

### IMPRESSIONS OF THE TRIP

Fully ninety per cent. of the members of the party saw the West for the first time. To say that they were deeply impressed expresses but mildly the general opinion.





FORT GARRY GATE, WINNIPEG

On such a short tour it was difficult to conceive of the immensity of the country. The visitors lost themselves in endeavoring to form an adequate conception of the size of the territory. They were delighted beyond words with the scenery, and amazed at the wonderful development which has already taken place in farming, ranching, lumbering, mining and fisheries. As one remarked, "Our adjectives were exhausted when we reached Winnipeg; since then we have observed in silence." But nothing in the West impressed the excursionists more than the buoyancy and hopefulness of the people. It is scarcely conceivable what the early settlers in the West had to contend with. With few supplies, so far from the sources of production, separated from each other by such tremendous distances, and handicapped by almost every other disadvantage and discouragement which meets the pioneer, they clung to the country with an abiding faith, which has been and will be ever increasingly justified. This same spirit pervades every

portion of the country to-day. The citizens of the West are more than hopeful—they are proud, enthusiastic, and, like their country, resourceful. Would that their enthusiasm could sweep over every other province, and convince Canadians everywhere that the magnificent land, of which we have but touched the fringe, is one of the greatest, and unquestionably the best country under "the wide blue dome."

Association's work, and was altogether representative of the manufacturing industries of the Dominion. Among the Association officers the following were conspicuous: The President, the First Vice-President, the Ontario Vice-President, the General Secretary, the Chairman of the Halifax Branch, the Branch Secretaries from Toronto, Nova Scotia and Winnipeg, the Chairman of the Railway and Transportation Committee, the



MAIN STREET, NORTH FROM PORTAGE AVENUE, WINNIPEG

#### THE PARTY

The party was as representative a body as could be gathered together for such an occasion. Many prominent officers and members of the Association were regrettably absent, but the passenger list included the names of many of the leading figures in the

Chairman of the Reception and Membership Committee, one Ex-President, and many leading members of the Executive Council and local Branch Executives. Every Eastern Province, with the exception of Prince Edward Island, was represented, and scarcely a Canadian industry but found some worthy representative manufacturer among the members of the party.

Provision was made as far as possible for every need. An official stenographer gave his time and speed to correspondence, official chairman in each car kept the passengers constantly informed of the arrangements, editors catered each day to the thirst for news and the literary taste of the passengers, and a trusty physician cared sympathetically for every physical ailment. Any other requirements were supplied by the excellent service of the Railway Company.

#### THE TRAIN

The Canadian Pacific Railway Company did everything possible to make the long journey a pleasure. From the first, the officials grasped the importance of the excursion. They understood the great good that would be derived from having the executive heads of more than one hundred factor-



BIRD'S EYE VIEW OF BRANDON, LOOKING SOUTH



ies visit and see for themselves the important markets of the West.

A solid vestibuled train was provided consisting of ten coaches—six sleeping cars, a compartment car, two diners and a baggage car. Every car was a good one. Together they made the heaviest passenger train ever handled by the C.P.R. The dining cars were taken through to the coast to save the time of the excursionists.

#### EXCURSION LIFE

A large part of the time was naturally spent in sight seeing. Every hour brought the train to some new point of interest. To nine-tenths of the party everything was new, and the varied expression of pleasure and surprise kept all alert lest some attractive point should be missed.

All through the train, however, could be found little groups earnestly conversing or

occasion, but the gentlemen hosts zealously guarded the doors against the intrusion of the other male passengers. On such occasions the residences of the entertainers were transformed into perfect bowers of beauty. The decorations used were of too varied a character and of too artistic a nature to be described.

One place where all loved to linger was in the dining cars. These were handsomely decorated, the meals the finest, and the happy groups of four, meeting—here three times a day, were often loath to leave their pleasant surroundings. Fortunate were those who dined at the last table and were not limited to time.

A feature of entertainment that must not go unnoticed was the decoration and initiation of certain individuals, and a list (too numerous to mention) of presentations to the heroes of the party, who had become famous for their noble qualities or great achievements. The decoration consisted in selecting the most prominent citizen of the town visited, and affixing on his breast a handsome decoration in copper stamped C. M. A., 1903, and mounted on red, white and blue ribbon. The initiation was a trying ordeal that celebrated Western personages had to pass before being admitted to an ancient and honorable society known only to the excursionists. The presentations were for the most part made by the official presenter of the State Car, and consisted in bestowing on various selected individuals every known article, ranging from valuable jewelry down to toy Indians and dolls. These will always be cherished as precious souvenirs of the happy days.

#### "ON THE GO"

Perhaps the most striking example of the enterprise of the passengers, and one of the most delightful entertainments of the trip



THRESHING SCENE—PORTAGE LA PRAIRIE

#### THE PARTY ON BOARD

One would think that a twenty-three days' journey, most of which time was spent on the train, would become wearisome and monotonous. The very opposite was the case. All on board left cares and business behind and gave themselves up, heart and soul, to enjoy each new pleasure as it presented itself. By the time the train reached Winnipeg the travellers, gathered together from all over Canada, had become acquainted, and for the next three weeks the one hundred and seventy passengers lived and worked together as one harmonious whole. Each vied with the other in providing amusement, and if ever any one was inconvenienced, the thoughts of the past and future made the present trouble appear as a mere nothing. Unselfishness was the key note of all. One passenger on his return was heard to remark that the possibilities of the country, its prairies and mountains, had not impressed him so much as the genuine Canadian unselfish spirit that was everywhere present. Many friendships were made that will pass only with time, and whenever or wherever passengers on the C.M.A. train to the coast in 1903 chance to meet, the greeting will be a warm one, and memories of a delightful holiday will be revived.

having a quiet game of cards or checkers. Then every day or two one of the ambitious "Avenues" (the poetical name for a railway coach) would send out cards for a reception or an afternoon tea. To these functions the ladies turned out en masse with gowns that would do honor to any state



HARVESTING SCENE—SOUTHERN MANITOBA



## "ON THE GO" AND ITS STAFF



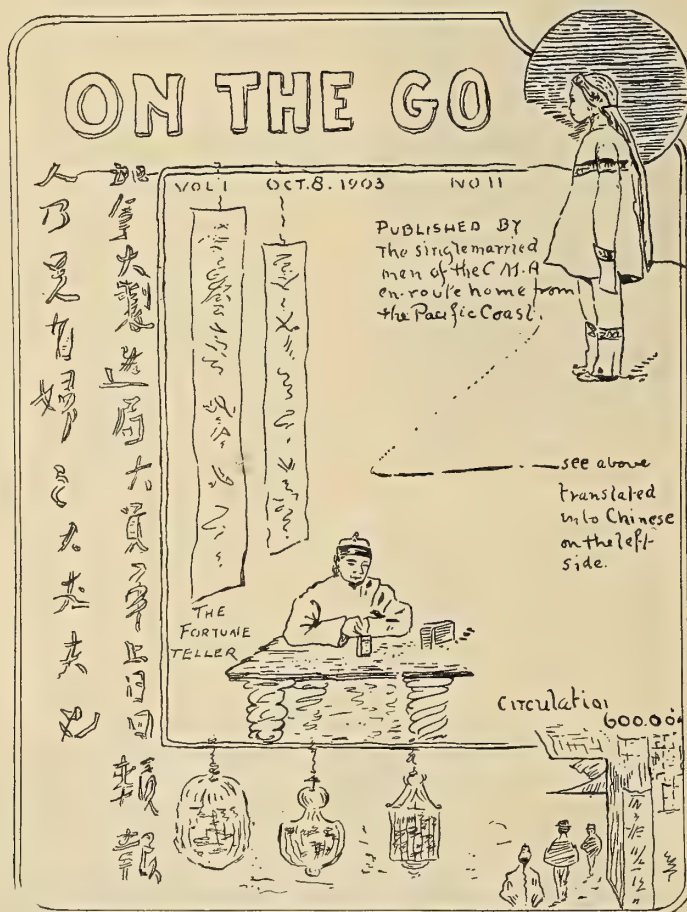
JAS. HEDLEY  
Editor



J. M. TAYLOR  
Business Manager



T. L. MOFFAT, JR.  
Designer and Artist



was the daily appearance of the unique journal "On the Go" published by the "single married" men. Each issue was anxiously looked for by all on board. Too much praise cannot be given those members of the party who combined work with pleasure in this famous publication, and were rewarded by knowing that they had provided a most fascinating form of entertainment.

Mr. J. M. Taylor was the moving spirit. He showed himself a most versatile writer and an indefatigable worker. From early morning till late at night he was reporting, thinking and penning for the success of the next issue.

Mr. T. L. Moffat, jr., designed the covers. Many of these are productions of the highest merit, picturing true to life several of the striking scenes and experiences that were enjoyed from day to day. Most of Mr. Moffat's work was done with the train in motion. The designs were executed on wax paper with the aid of a darning needle and a lady's hat pin.

Many other members of the party found recreation in serving the staff of "On the Go." Practically every resident of "Avenue Six" lent his assistance. Messrs. Jas. Hedley and W. L. Edmonds were official editors and censors, and it is said that the contributions refused were more numerous than those published. Others who contributed largely to its success were Messrs. E. R. Shaw, official stenographer, Lloyd Harris and W. H. Shaw.

In this short article, however, space is inadequate to describe all the enjoyments of excursion life, as it was experienced on this tour—and our attention must now be given to a short account of the tour itself.

### OFF FOR THE WEST

Sharp at twelve o'clock noon on Saturday, September the 19th, amid hearty cheers and tender farewells, the special train, urged by two heavy engines, puffed out of the Union Depot at Toronto, with every passenger on board. The members were fresh from the enthusiasm of the Annual Convention, and this enthusiasm, fraught with national pride, was augmented at every stopping point throughout the trip. Luncheon was served almost immediately, and then commenced that wholesome social intercourse which, as days passed by, grew into abiding friendships, and made the journey seem all too short. Mr. J. D. McDonald, the District Passenger Agent of the G.T.C. accompanied the party as far as North Bay, and distributed to the members handsome Canadian souvenirs. North Bay was reached at dark, and the train, running on fast time, made no other scheduled stops till Winnipeg came in sight at eleven o'clock on Monday morning.

### A PLEASANT EVENT

After a night's rest, which seemed to be thoroughly enjoyed, morning found the train speeding along about midway between



LLOYD HARRIS  
Superintendent



W. L. EDMONDS  
Associate Editor



E. R. SHAW  
Official Stenographer





WINNIPEG IN 1871

North Bay and Fort William, already nearly seven hundred miles from its starting point. About eleven o'clock the little town of Peninsula was reached, where the passengers experienced a great pleasure in meeting the special train carrying the delegates from the Congress of Chambers of Commerce of the Empire, returning from their tour across the continent. For twenty minutes, in the sunshine of the September morning, the two great excursion parties, leaving their respective trains, exchanged their friendliest greetings. The event was unique. One hundred and fifty stalwart representatives from every part of the Empire, clasping hands with as many Canadian brothers from every portion of Eastern Canada, all of them far from home, yet cementing the Empire's unity on Canadian soil. There was only time for handshaking and kindly enquiry. A group photograph was suggested however, and as quickly carried out. Then with bared heads, the three hundred hearts were uplifted in "God Save the King," and with "three cheers for the Empire" and "three more for Canada," the trains parted. May such meetings become more frequent in our Dominion!

#### NORTHERN ONTARIO

Many of the passengers expected to find in Northern Ontario a bleak, uninteresting territory. They were pleasantly disappointed. Throughout the day beautiful bits of scenery on North and South constantly attracted attention. True, there is much rock and little arable land, but the quick succession of hills, valleys and beautiful little lakes, with the glory of the autumn foliage and sunshine surrounding all, presented a very pretty series of pictures.

Proceeding westward as far as Rainy River the scenery grows more romantic. Valleys deepen, waterfalls rush over little mountain sides, while on the South, in succeeding intervals, the cold blue waters of Lake Superior almost wash the track of the great railway which winds along its northern shore.

The Sabbath evening passed quietly. Little services of praise in some of "the Avenues" preceded an early retirement, and, on the following morning, the excitement and buoyancy so peculiar to the West, seems to have lit up the faces and conversation of the whole party, as they prepared to enter Winnipeg, the gateway and metropolis of Western Canada.

#### WINNIPEG'S WELCOME

"The Centre of All Things" is the descriptive phrase optimistically applied to Winnipeg by one of its progressive newspapers. Its growth and progress form one of the most interesting chapters in Canadian history. Thirty years ago it had a population of less than 500. To-day, it is a flourishing city with a population more than 65,000, and an activity not excelled by such great eastern centres as Montreal and Toronto. From a prairie village it has grown to be the great receiving and distributing centre of Central Canada.

An idea of its importance may be gained from the fact that its receipts of 1902 wheat aggregated nearly 52,000,000 bushels which is 15,000,000 bushels greater than the receipts at Chicago, and 10,000,000 bushels greater than the combined receipts at Duluth and Superior. The quality of the grain received at Winnipeg too deserves more than passing notice. Of the Minnesota inspection only 1.03 per cent. was pronounced "No. 1 Hard," while of the Manitoba inspection more than 50 per cent. averaged this high standard.

The marvellous growth of Winnipeg is indicated by the fact that during the first eight months of 1903, permits were issued

that moment until the time for departure the reception and demonstration did not cease.

The visitors were at once struck with the broad clean streets, and the bustling business atmosphere—new buildings on every hand, new storeys on almost every warehouse, and new streets being opened up, told plainly of prosperity. And above all else, the contagious optimism of the people which pervaded the business and social life of the city, not only disclosed the secret of their progress, but furnished the strongest evidence of the greatness of our western country.

#### RECEPTION

At one o'clock the Manitoba Branch of the Association tendered a formal reception to the party in the Fort Garry Court Café, a handsome new stone block just erected on Main Street by Lord Strathcona.

The tables were laid for about two hundred and fifty, completely circling the spacious dining room. As the visitors seated themselves, an indescribable thrill of enthusiasm passed over the gathering. It was the meeting of East and West, the cementing of strong ties, until, as one Winnipeg editor so beautifully said, "the land from sea to sea should groan beneath her weight of golden



SASKATCHEWAN AVENUE, PORTAGE LA PRAIRIE  
The main street of a typical western town.

for buildings valued at \$5,000,000. All these evidences of progress were emphasized by the visit to the city and personal contact with its citizens.

#### ARRIVAL

No more hearty welcome could have been granted to any visitors than that extended by the people of Winnipeg during the brief sojourn of the Excursionists. The officers of the Manitoba Branch, together with other prominent citizens welcomed the passengers as they alighted from the train, and from

wheat fields, and great cities with industrious populations should raise their heads where once the forests grew, and the hum of commerce be heard from the foot of the Atlantic surges to far down the Pacific slope." Mr. Geo. F. Bryan, the new Chairman of the Manitoba Branch of the Association occupied the chair. He was supported on his right by Mr. Drummond, President of the Association, and on his left by Mr. George, first Vice-President. Among the prominent citizens of Winnipeg who were present were



noticed, Mr. E. L. Drewry, Manitoba Vice-President of the Association; Mr. C. N. Bell, Secretary Manitoba Branch; and Messrs, D. E. Sprague, Wm. Whyte, Hugh Sutherland, W. Sanford Evans, Ald. Cockburn, G. R. Crowe and G. F. Galt.

#### THE CHAIRMAN

When the menu had been done justice to, the Chairman proposed the toast of the King, and incidentally on behalf of the Manitoba Branch of the Canadian Manufacturers' Association, he extended a most hearty welcome to the visitors. The Winnipeg people believed they were extending this welcome to a community of business men second to none in this or any other country—he referred to the manufacturers of Canada. There was an old saying that the great sources of a country's wealth were the farm, the mine and the sea, but while to a certain extent that was true, still in these modern days they must add to this trio the manufacturer, assisted by his friend, the inventor, who were doing so much for the prosperity of the farmer, the miner and the fisherman.

He knew their visitors thought they knew what a threshing machine was like, but in the west here they called those used down east fanning mills, and had machines which did three times the work in the same time. (Hear, hear.)

He was very pleased to welcome so many manufacturers to the west, because speaking from the point of view of an outsider, they in the west thought Canadian manufacturers had, through want of faith in their own country, neglected many opportunities in the west, with the consequence that many hundreds of thousands of dollars had been spent amongst foreigners and outside firms; especially in the matter of agricultural machinery, which might as well have been spent in Canada. (Hear, hear.) He was also very pleased to see so many ladies in the party on this occasion (hear, hear) because it was a sure sign that the manufacturers were a very respectable class of fellows.

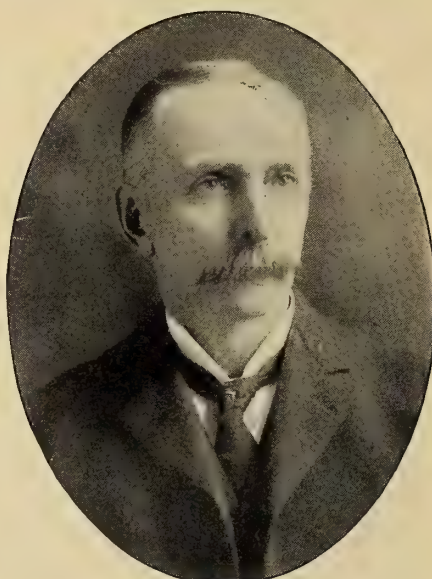
#### MR. E. L. DREWRY

Mr. E. L. Drewry, Vice-President of the Manitoba Branch, proposed the toast of the Canadian Manufacturers' Association. The toast appealed to Canadians, for the Association bound them by common ties and a community of interests. Some of the visitors came from Nova Scotia, and they were going right through to Vancouver and Victoria, but they would still be in Canada, which was the home of them all, and they would always keep in view the aim of the Association to consider in all things what was best for the country at large and not for the interests of any section in it. (Hear, hear.) He had never felt prouder than at that moment to be a member of such a body. Although its nominal membership was 1,200 or 1,300, he thought that its actual member-

ship could only be established by counting the employees of all the firms who were members of the Association, for their employees were equally interested in attaining the same ends. (Hear, hear.)

#### KEEP THE DOLLAR HERE

Mr. Drewry went on to point out that as Canadians, they wanted this country for themselves. If they made \$40,000,000 by their crop they wanted to keep as much of it at home as they could. They knew if a dollar once crossed the 49th parallel—the international boundary line to the south of them—it was a very long day before they saw it back again. (Hear, hear.) It was just so much wealth lost to the country, and when they saw it go they might as well kiss their hand and say good-bye to it, for it would be a long time before it ever came home again. (Laughter.) On the other hand, if the dollar



GEORGE F. BYRAN

The George F. Byran Co., Winnipeg. Chairman, 1903-04, Manitoba Branch C.M.A.

was sent to eastern Canada they had a fair chance of seeing it come back at some time or other. It was, therefore, to their interests to keep all the wealth of the country they could within the Dominion, and when they could not do this, by preference to send it to the Motherland.

That was one of the aims of the Association of Canadian Manufacturers, whose health he asked them to drink. (Loud applause.)

#### THE PRESIDENT'S REPLY

Mr. Drummond, the President, replied to Mr. Drewry's splendid speech in an address, which is described by one of the Winnipeg newspapers as being "interesting, incisive and eloquent."

He said they hardly knew what a task they had given him in asking him to reply on behalf of the visitors.

He did not know how he could on behalf of himself and friends thank them for the cordial welcome that had been extended to

them, and the princely entertainment they were receiving from the people of the city of Winnipeg. To be in the City of Winnipeg, was in itself an inspiration, especially when they looked back a few years and recalled how they watched the early growth of this country, and ever followed it up with their best wishes. They had also sent out some of the best men they had. (Hear, hear.) He had met lots of them here to-day, and when he came up Main street from the station and, saw the old familiar names—the Gaults, the Cockshuts, the Massey-Harris, and others—he felt that the City of Winnipeg was one with the Canadians of the east still, born of the same blood, and bound by ties of the strongest character; and it was only the other day the western boys were marching shoulder to shoulder with the boys of the east and the rest of their kinsmen in South Africa.

They were here to-day, continued Mr. Drummond, because they wanted to

#### KNOW THE WEST BETTER

in order to carry out the principles proclaimed by the Fathers of Confederation, whose whole thought was to bind the provinces together. "Here" said the Fathers of Confederation, "shall be a great future market which, joined together will help to build up a great people, diversified in employments, yet united by the strong bonds of mutual interests." That was why they asked those in the west to remember that the manufacturers simply were not easterners or westerners, but belonged to the whole of Canada and were trying to give employment to all and to build up the trade of the whole of Canada. Therefore he asked them to remember that diversity in trades must exist if a people were to become really great. Diversity of employment gave people higher ideas and educated them. They could not get all their boys and girls to remain on the farms. They must provide congenial employment for them in other spheres if they were to keep them within the borders of Canada.

They had come West to get a better idea of their needs and wishes, just as last year they went east to Halifax. He hoped also that some of the farmers' associations and other representative bodies would

#### GO EAST

and look into matters in the same way. He could assure them of a cordial reception and they would find the manufacturers not quite as bad as some of the newspapers painted them. The Canadian Manufacturers' Association was above all politics. They were simply Canadians, working for a common end—to fill up and develop this great country and keep it British. They commended to the attention of their friends in the west the fact that in the east of Canada was their only safe market—the only market they could call their own, and could control and hold, was the home market.



## EXHIBIT IN WINNIPEG

There was another point, a local point, in which he thought they would be able to help them. He believed they had an exhibition in Winnipeg in July. Might the Manufacturers' Association help them to get a machinery hall, where the manufacturers could bring their exhibits from the east and show the west what they could do for them in machinery. (Hear, hear.) Their Association had a membership of 1,200, but before the year was out it might be 2,000, and it represented capital to the amount of

and hoped to see it grow steadily from this time forward, for they had come to spy out the land and to see if it was not possible to extend their manufactories here. He thanked them a thousand times for the welcome they had received. It was truly Canadian, hearty and sincere, and just what they expected in the west. They hoped, as a result of this visit, to know one another better, and to more fully realize that they were all Canadians.

The President resumed his seat amidst much applause and the singing of "For He's

engrained in every fibre of the people. The thought with them to-day was not so much the Canada of history or the Canada of statistics and blue books, but Canada the land of the future. (Hear, hear.) In this connection he wished only to draw attention to two points which had occurred to him. One had been suggested by their president who had said that the object of their visit was to acquire a more intimate and correct knowledge of this part of the country as they had already done in similar trips of other parts, and the thought this had sug



GROUP PICTURE OF THE EXCURSIONISTS—TAKEN NEAR MISSION JUNCTION, B.C.

three to four million dollars. One of their was a Jolly Good Fellow."

objects was to try and raise the standard of Canadian workmanship. They wanted more technical schools, so that the young lads and daughters of Canadian artisans might be as well trained as any German or American pupils, and so that the very best work might be produced. They were determined to fill up the home market as well as look after the export market, and to make it safe for the shipment of goods and produce from this side, and to see our men were paid for it. He was glad to know that there was a Branch of the Association here in Winnipeg,

## MR. W. SANFORD EVANS

The chairman after speaking of the importance of the next toast "Our Country" said they had just the man to reply to it in Mr. Sanford Evans, editor of The Telegram.

The toast was drunk with musical honors and Mr. Evans had a great reception. In the course of his remarks he said they had come west full of the buoyancy and hopefulness of the rapidly growing east, and they had come to a place where the buoyancy and hope were in the very atmosphere and

gested to him was the necessity on the part of all Canadians to get

## A TRUER KNOWLEDGE

of Canada. What Canadians needed was more imagination, not the imagination of the idle man, or of the mere dreamer, nor that which the poet spoke of when he referred to the imagination which "gives to airy nothings a local habitation and a name," but rather to the imagination which sees the Venus di Milo in the rough block of marble—imagination to see this country and see the potential possibilities contained in it.



He pointed out how

#### OUR IDEAS OF CANADA

had been enlarged by the men who had toiled for gold in the Klondike, and said they had done more for Canada than the old Argonauts in their search for the golden fleece had done for Greece. They wanted the imagination which did away with the pessimism and yet contained no exaggeration apropos of which he told a tale of a pessimistic commercial traveller in the mountains of British Columbia, who complained that the country would be better if there was more land there. At this the landlord touched him on the shoulder, and taking him to the door and pointing out said, "No land, young man, why we have so darned much here that the Lord Almighty had to stack it. (Laughter.) He went on to point out how much this imagination which could see in the unhewn forests and stubble on the prairies, the possibilities of future harvests and increase of trade and commerce, might do for the country in helping to realize the visions of those who saw it not as it was but as it might become.

The other thought that occurred to him was of

#### CO-OPERATION

and he pointed out that the great necessity of the land was the fundamental principle of co-operation. They must all work together to realize the Canada of their visions, and he was a traitor to his country, who, for individual or class reasons, set class against class and prevented the realization of that spirit of co-operation so necessary to their country. (Hear, hear)

#### THE VICE-PRESIDENT

Mr. W. K. George, Vice-President of the Association, followed, and in a clever speech proposed the toast of "Manitoba and the city of Winnipeg." He said he appreciated the honor highly, because his association with Manitoba and the city of Winnipeg was of considerable standing. This was not by any means his first appearance here. It was over twenty-one years ago since he first landed in Winnipeg, and some of the gentlemen whose guest he had the honor of being to-day, were hardly as old pioneers as himself. He landed here in the fateful spring of 1882, just in time to assist at the obsequies of the famous old boom. That time had gone past and Manitoba had come into her own. Manitoba was now looked upon as

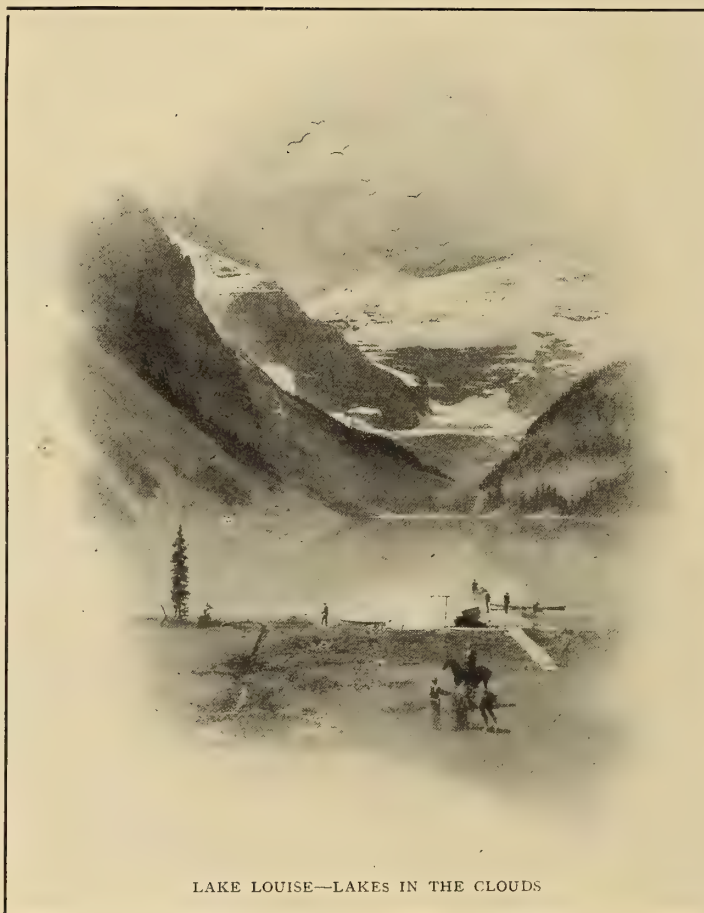
#### THE NEW ELDORADO

and none were more pleased and glad to see it than her friends in the east, for they all

had a common aim and desired to see Canada grow from Sydney to Victoria, and to move along the path of progress as she was destined to do. They believed she had the greatest undeveloped potential possibilities, and wished to see them developed to the fullest extent, so that Canada might take her place in the foremost rank, and they were not going to stop until they had put her there.

He had great pleasure in proposing the toast of Manitoba and the city of Winnipeg, the country of the bluest skies, the brightest sun and the richest soil—the country of brave men and fair women. (Loud and prolonged applause.)

The toast was drunk by the visitors with great enthusiasm and with musical honors,



LAKE LOUISE—LAKES IN THE CLOUDS

"See it Growing," "They are Threshing," "They are Grinding," being sung.

#### PREMIER'S ABSENCE

The Chairman apologized for the absence of the Premier and of the Mayor. Mr. Roblin had been out of the city since Saturday, and the Mayor had found it impossible at the last moment to be present, but he called on Ald. Cockburn to respond.

Ald. Cockburn expressed his thanks very briefly on behalf of the city, and invited the visitors to visit the waterworks, where they would see the finest water and the only municipal softening plant on the continent of America.

#### TRANSPORTATION SYSTEM

The chairman proposed the toast of the "Transportation System of Canada" and asked William Whyte and Hugh Sutherland to reply.

The former in a brief speech alluded to what the president had said about the dollar spent in the country and showed how the C. P. R. had enabled the country to be developed and the dollar to go east instead of south, and also had made Confederation possible. He pointed to the new market to the west of them in China, and Japan and recalled the experiment made by the C.P.R. with their first steamer in the Japanese trade, which had a cargo consisting of one carload of shingles and some dead Chinamen. He paid a tribute to the American settlers and said last year they brought five and a quarter millions of dollars of settlers' effects in with them.

#### A WALKING ENCYCLOPEDIA

The chairman in calling on Mr. Bell to make some announcements invited the visitors not to bother about facts, figures or statistics of any sort while in Winnipeg but to wait until they got Mr. Bell on the cars, as he was a walking encyclopedia of information from the time Wolsley came up the Red river and it was a pleasure to him to diffuse his knowledge.

Mr. Bell announced that the Manitoba and Commercial Clubs desired to extend their hospitality, and that the Ogilvie Milling Company was happy to receive any of the visitors.

This concluded the proceedings.

#### CITY DRIVE AND THEATRE

Not until four o'clock in the afternoon was the function concluded, at which time special cars were waiting to convey the visitors around the city over the Winnipeg Street Railway.

Winnipeg has many beautiful streets and also many beautiful homes. In this respect it far surpasses the average Canadian

city. The land near the city limits is being very rapidly taken up, and will be used in large measure for residential districts.

While property has advanced, so that prices are now considered very high, Winnipeg has experienced this advance without any results or prospect of re-action.

On Monday evening the visitors were the guests of the Manitoba Branch at the Winnipeg Theatre, where a large number enjoyed the play "In Old Kentucky."

Tuesday was given up chiefly to the pursuit of business and the renewing of many old acquaintanceships formed previously in the East. In the afternoon a happy party of





HOTEL AT LAGGAN, LAKE LOUISE

excursionists inspected the great Ogilvie Flour mills where they were kindly received and entertained by Mr. F. W. Thompson and Mr. Black. The members of the party felt "at home" in the western metropolis, and there were many informal evidences throughout the day of the unfailing attention and lavish hospitality of the citizens of Winnipeg.

#### PORTAGE LA PRAIRIE

The next morning at nine o'clock we were moving westward again, making a start on eight hundred miles of unbroken prairie. The wheat had all been cut, and on both the North and South it stood in shocks, as far as the eye could reach. To travel for days through wheatfields, laden with grain makes it possible for one to conceive something of the immense areas of our North West lands, and we no longer wonder why this great country has been called "The Empire's Granary" or the "World's Flour Barrel." A run of two hours brought the party to Portage La Prairie, a distance of fifty-six miles. This is one of the prosperous towns of the West with a population of about 4,000, situated in the centre of one of the most fertile grain districts. The Citizens Band greeted the party at the depot and carriages were in waiting to take the ladies for a drive through the town and the surrounding district. The day was beautiful and apart from the educative value of the little visit, it was heartily enjoyed. The town presented a splendid appearance. It has broad streets, beautiful stores, many fine residences and has one of the largest stock-stables for fine horses in the west.

Returning to the train, Mr. Drummond thanked the citizens most cordially for their kind reception and amid hearty cheers the excursion train left Portage behind, passing through one of the finest wheat districts in the world, until

#### BRANDON

seventy miles farther west, was reached at about 4 o'clock.

The good people of Brandon had been awaiting the arrival of the party, and immediately upon leaving the train, they were escorted to the City Hall, where an extremely hearty welcome was expressed. Mayor

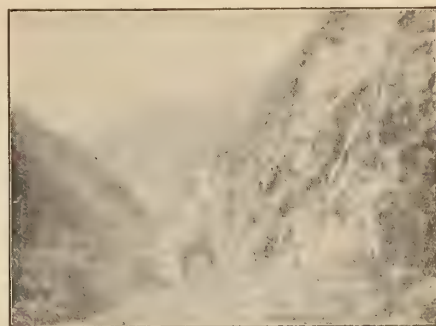
Hall occupied the Chair, and invited the President of the Association to sit on his right hand. He was supported on the left by Mr. W. F. Nation, the President of the Brandon Board of Trade. After a few remarks from the Mayor, Mr. Nation read a formal address of welcome to the Association, pointing out at the same the advantages possessed by Brandon as a growing manufacturing and distributing centre. Mr. Drummond and Mr. George, on behalf of the visitors tendered the thanks of the visitors to the citizens of Brandon. This little event ended, a number of the party were driven to see the Government Experimental Farm, which lies three miles from the city, and is known as one of the finest models of farming in the West. Others spent an interesting hour in visiting friends or inspecting the manufacturing industries of the city. Altogether Brandon made an excellent impression. The town is beautifully situated on high ground, and has a population of about 6,500. It has eight grain elevators, large flour and planing mills, machine works and binder twine factory, and many other evidences of thrift and industry.

#### A DAY ON THE PRAIRIES

Like the visit at many other points, the stay at Brandon was too short. Leaving at 8.30 in the evening, we were soon rolling along again over the level prairies, starting out upon the longest run without a scheduled stop during the whole trip, namely from Brandon to Edmonton.

A very short stop was made at Regina, on Thursday morning, and other short calls at Pense, Pasqua, Moose Jaw, Swift Current and Medicine Hat, Calgary being reached at five o'clock on Friday morning, and without delay, and the train turned northward to Edmonton.

The day on the prairies was thoroughly interesting. True, thoughts of loneliness were inspired as we rode for miles through



TUNNEL ON C.P.R. ABOVE VALLEY

vast unsettled areas, marked only by the by-gone buffalo trails, but these excited peculiar interest and brought forth from such old settlers as our Manitoba Secretary interesting accounts of the early days, when the Indian and the buffalo held undisputed sway.

From Swift Current, a distance of about 500 miles west from Winnipeg, the country is almost entirely given up to grazing and ranching. Drawing near to Medicine Hat, the line skirts the northern base of the Cypress Hills, which gradually rise toward the West, until they reach an altitude of about 3,800 feet.

It is impossible to conceive of a better stock-raising district than that surrounding the Cypress Hills. Rich in grasses, sheltered by trees and groves and possessing an unfailing supply of water, this country is admirably suited for raising sheep, horses and cattle.

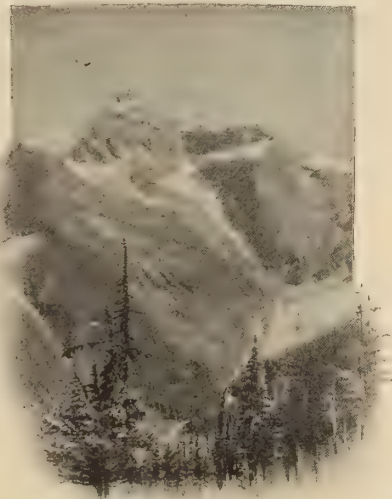
#### NORTHWARD

The party awakened on Friday morning at Red Deer, a flourishing Western town nearly 100 hundred miles north of Calgary, which has sprung up within the past two years. Here we find the rich Alberta soil, so well adapted for mixed farming and from this northward we traverse one of the newest and most flourishing districts of the Northwest.

#### STRATHCONA

Arriving at Strathcona, which is the northern terminal of the Calgary and Edmonton branch of the C. P. R. the visitors were astonished at the wonderful progress which has already been made in this and its sister-town, Edmonton. Strathcona and Edmonton are situated upon opposite sides of a branch of the Great Saskatchewan and facing each other on opposite hills they present an appearance which suggests at once snugness, strength and beauty. These towns are the result of only a few years' growth. Edmonton was known in the days of the Riel rebellion, but Strathcona has developed only since the branch Railway was built in 1891.

A drizzling rain which was falling at the time the train arrived did not dampen the ardor or enthusiasm of the reception. The Strathcona city school a magnificent brick building, was profusely decorated in honor



MOUNT SIR DONALD



of the occasion and thither the party repaired. An elaborate

#### EXHIBITION

of the products of the district was spread before the view and proved to be a feature of deep interest. Great sheafs of bending grain, samples of flour and cereals, roots and vegetables, meat from the packing houses, leather from the tannery, coal from the mines and beer from the brewery, all interested the visitors, and from the elevation an excellent view of both towns and the surrounding country was obtained.

Mayor Duggan, a genuine Western Canadian, welcomed the party in his pleasant style, and after a happy reply from President Drummond, the guests were conveyed in carriages across the river to Edmonton.

#### EDMONTON

Edmonton is recognized as the great northern metropolis, though there are large stretches of the finest farming lands extending still northward for more than two hundred miles, and as yet only its immediate vicinity for about sixty miles is populated. It is a rising young city with 6,000 people, six banks, fine schools and churches, and good hotels. Its stores presented an excellent appearance, and prosperity was evident on all sides. Edmonton is not only the centre of a great farming district, it is the entrepôt for the northern fur trade, skins to the value of nearly a million dollars being received every year. Mayor Short, assisted by several prominent citizens drove the party through the principal streets, and a large number spent the evening in the city. A few years hence, should Edmonton be visited again, it will undoubtedly be found to be a great manufacturing centre, possessing as it does excellent advantages for industrial growth, and commanding such an important territory.

#### CALGARY

The run back to Calgary was somewhat slow, and the visitors had ample opportunity for seeing the magnificent farm lands and ranching districts which have made this section so famous the world over.

Calgary is one of the most beautiful cities in the west. It has a delightful situation on a hill-girt plateau, at a bend in the Bow River, overlooked by the white peaks of the Rockies. It is the centre of trade for the northern part of the great ranching country, and one of the chief sources of supply for the mining districts in the mountains beyond. The city has a population of nearly 7,000 people, and its streets and buildings would do credit to a city ten times its size. The buildings are largely of grey stone of a shade

peculiar to the district, and many of them are handsome structures.

Manufacturing is carried on in many lines including lumber, saddlery, brewing, &c.

The people of Calgary are fully alive to the importance of their city, and anticipate a great growth within the next few years. They are extremely enthusiastic and progressive. A number of their citizens, including Messrs. Hutchings, Cross and Rowley, accompanied the party as far as Banff, much to the enjoyment of the members.

#### ADDRESS OF WELCOME

After two hours had been spent very pleasantly in driving about the city, the visitors gathered on the large platform at the depot, where the following address was read by Mr. H. E. Bennett, a rising young Canadian barrister, and one of the most eloquent speakers in the West.

#### ADDRESS

Mr. Bennett made an excellent speech in presenting the address, making a special

ing hill more groups are seen, till at the horizon they are mere dots against the clear line that limits our sight.

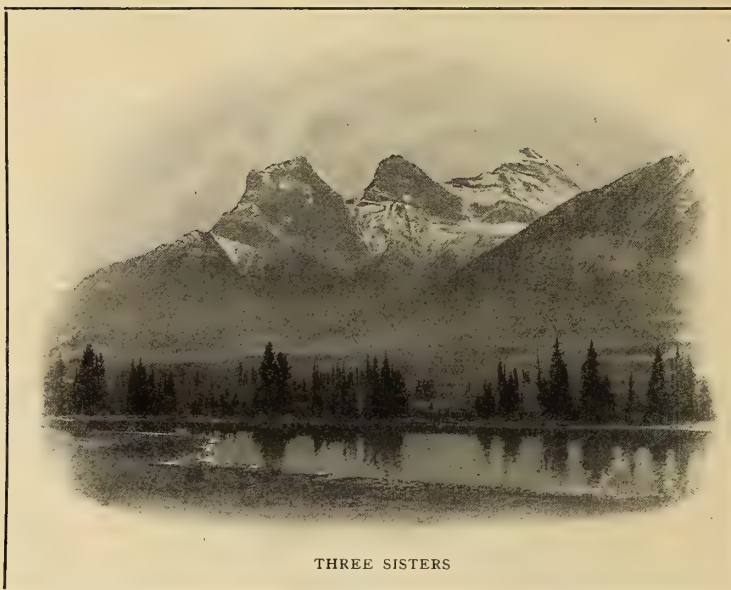
#### THE ROCKIES

But glancing ahead, only a gasp or sigh gives expression to the sensation afforded by a glory that defies speech—It is the first view of the Rockies! What that word tells of childish dreams or of boyhood's imagined exploits with Indian trappers, and that first view will never be forgotten. They are truly the "Delectable Mountains." Away along the horizon they stretch, strange, unreal, ethereal—in masses of various shapes, indenting the clear blue of the sky, of a whiteness now dazzling, now like the unnamed tints of the inside of a shell—surely they are of the celestial universe and not of this world.

#### THE BOW

On the right is seen the rolling Bow, a broad stream in a fair valley, with an apparent consciousness of its size and dignity.

Hour after hour we rush on, and the river rushes towards us. Now we see it in its youth, quivering with power and life, sweeping around curves and rushing over rapids, but always at hand like a trusty guide which leads us on through the serried ranks of the foot hills which stand as servitors before their sovereigns, as they rear their mighty forms ever higher, till now we see the plainly marked snow line and the darker rock beneath. At Kananaskis by a strange necromancy of vision the mountains suddenly appear close at hand in an impassable wall from earth to sky, their bases of a deep purple, shading into black in the canyons, while above, their sides are resplendent in the rays of a setting sun



THREE SISTERS

plea for autonomy in the government of the Northwest Territories.

Mr. Drummond replied in a rousing Canadian address, assuring the people of Calgary of the unity and sympathy existing between East and West, and closing with a few verses from that good Canadian poem, "The Strathcona Horse."

#### THE FOOT HILLS

Leaving the delightful Calgary behind there begins to unroll the most wonderful panorama of scenery that railway travel affords throughout the world. Far to every side stretch the beautiful foot hills, great rolling billows of land carpeted a greyish brown by the dying grass. Here and there a clump of trees or a little lake from which the ducks fly out as the train passes, serve to vary the scene; while in groups of tens and fifties the great steers raise their heads at the whistle, or a drove of ponies make trial of speed with the train, and on every ris-

which gilds the grey snowcaps with a dazzling radiance. Here it is noticed that the friendly river has donned the green color which becomes familiar to the traveller as the livery of all glacial streams, and a little further on, swinging around a long curve, the train rushes in between two mountains of immense height and enters the walls of the Giants' home through the gate left open by the Bow. Now to the right, with the bright moon shining, is seen a range of

#### LOFTY BROKEN CRAGS

of fantastic outline, while on the left we look up thousands of feet to the crests of massive snow clad mountains, scarcely distinguishable in the moonlight from the clouds that float about them. There stand in an awful company, the Three Sisters, among the clouds in their cold whiteness, the third in her vast height of 9,735 feet overlooking a valley which separates them from Wind and Pigeon mountains beyond.



The silent grandeur of these immense cliffs, as now and then the moon peers out from behind them, reminds one of the icebergs described in the 'Ancient Mariner.'

"And through the drifts the snowy cliffs,  
Did send a dismal sheen"

To add to the strange fascination of this scene, there stands on the battlements of the valley, group after group of those strange pillars called hoodoos, as if they were the denizens of this Brobdingnagian country, gazing in derision on our "petty" invasion.

The valley narrows still. The train rushes past the tiny camps, where the Italian laborers are cooking their bread in their earthen furnaces, and one thinks of the presumption of mankind who goes on with his daily occupation in such company; the mighty mass of Mount Cascade bars the way in front, and advances rapidly towards the approaching party, and with a sigh of relief we slow up at the quaint station of Banff, and the excursionists step out to take a nearer view of the guardians of our way.

#### BANFF

Beauty and grandeur surround the Banff Hotel in a prodigality unsurpassed. From the wide piazza at the rear is seen the beautiful falls of the Bow, and its junction with the rapid running spray. An uninterrupted view is had of French Mountain, Cascade, Rundle, Sulphur, Inglismaldie, the peak of Peechee, and again the three weird Sisters, each with its own unique charm.

Leaving Banff on a beautiful Sunday afternoon, we pass north still beside the Bow, up a beautiful forest valley skirting the Vermillion Lakes and a succession of peaks appalling in their immensity and grandeur. Here we are truly in God's country—the solemnity of the scene leaves no room for the trivialities of life—nature preaches in stupendous tones the everlasting Creator, whose mighty works in such profusion dwarf human interests to insignificance. Rushing past one mountain, up at a giddy height the eye catches the cavernous opening of a mountain grotto which gives the name Hole in the Wall Mountain. Ahead looms up Castle Mountain, like the house of some mighty giant, with battlements, towers and bastions, stretching in its stupendous bulk for eight miles. The immense pyramid of Pilot Mountain fronts us on the left, and past it is caught, through the Vermillion Pass, a glimpse of the crests and spires of the water-shed of a continent, but astonishment and admiration are dumb when the glory of Temple Mountain in its magnificent isolation rises up to the heavens; the eternal silence brooding on its crest, brings to our memory the lines:

"Like some huge crag that rears its awful form,  
Swell from the vale and midway leaves the storm,  
Though round its base the gathering clouds  
be spread,  
Eternal sunshine settles on its head."

#### LAGGAN AND LAKE LOUISE

From Laggan we climb a mountain road through the forest along the edge of a tumbling, foaming mountain torrent, which never halts for a moment in its headlong course over rock and steep, till through the trees is caught glimpses of what we believe is the gem of greatest beauty in the world—Lake Louise—like one great emerald lying in a setting of awe-inspiring magnificence. To the left, Fairview and Saddleback Mountains—bare rock masses of immense height in grey and brown and red—rise sheer from the cold green mirror, on the right and clad in a mantle of pine tops up to the snow line above, swells out the immense rounded promontory of the Beehive. Directly in front, through an abysmal gorge, the eye meets the eternal ice of the glacier crossed by mighty crevasses, rising up to mingle its whiteness with the fleecy clouds, which seem to shield from human eye the sanctuary of God himself, and as if nature would double the bounty of its gifts, the water gives back the picture in a perfect reproduction. Truly, to stand on the edge of Lake Louise is to



CATHEDRAL PEAK

feel one has not lived in vain, that one is repaid a thousand fold for the long journey that brought us to gaze on this perfect picture of beauty and peace. And this is but one of the myriad of beauties that the great glacial sea of fathomless ice lying in the topmost valleys of this ocean of mountains affords to the view of him who would survey it.

#### THE GREAT DIVIDE

With a great heart, loneliness and many a backward glance, we leave behind this celestial manifestation and now a few hours' run

brings the party to Great Divide and we have reached the summit of a continent. The parting of the ways where the waters of the tiny brook part company and the one to the right, the other to the left pass on to their journey of many leagues, westward to the Pacific and eastward to the Atlantic, traversing in their long journey the vast reaches



BOW RIVER VALLEY

of our goodly land. And now our mighty locomotive leaps forward as it feels the impulse of the steep grades that lead down from these giddy heights.

"Down the valley with our guttering brakes a squeal."

On the left a tumultuous cataract leaps from ledge to ledge between us and the sheer wall of rocky crags that rise above us. We cling to the side of the mountain and below the valley drops away till the river is like a gleaming line of silver; the far-famed valley of the Yoko opens out its inspiring vista of glacier-bound peaks to the north; soon on the right Cathedral Mountain lifts its pointed steeples to the sky and next the vast dome of Mount Stephen in an awful sublimity rises up, bearing a great green glacier, which flames in the dazzling sunlight like a giant castle of crystal and gold. The graceful chalet of Field nestles at the foot of this monster, and on every side looks up a land of wonder and mystery in the realms of the sky.

#### KICKING HORSE PASS

And now we plunge on with the river into the narrow yawning gorge of the Kicking Horse Pass with its strangely marked walls in which the famous form of the giant Kicking Horse can be discerned, while above us rise castellated peaks and massive crags to a dizzy height, still the canyon deepens and narrows and the railway picks out a crazy foot-path from side to side of the chasm, twisting and turning over the fearful depth, down which we glance with an awed terror and nameless dread, when suddenly we dash out into the sunlight with a gasp of relief



and we have reached the foot of the Rockies. From every heart there is a silent thanksgiving for danger safely passed and a rapturous delight at the new grandeurs unfolded in the great sea of mountains which stretch in mighty array to the limit of vision.

#### THE SELKIRKS

These are the Selkirks. We hail our new guide in the Columbia, on its northward course, and the fresh beauty of the tree-clad mountains that surround us, as we pass through the gateway between these two ranges—so narrow that a fallen tree bridges it—the Beaver plunges into the Columbia. Now we again begin to climb up the side of the chasm till we look down a thousand feet to the silver thread below and count the distance by the mighty trees that seem like pins one above the other; up and up the lofty mountains, while cascade after cascade tumble down to the river below, each one with a charm that we feel cannot be surpassed till a new beauty forces itself upon our vision, while beyond the eight gigantic peaks reach a culmination at the



C.P.R. STATION, VANCOUVER

stupendous Mount Donald, ten thousand feet in height. A passing glimpse of the beautiful Mount Tupper, and then

"Where the trestle groans and quivers in the snow,  
Where the many-shedded levels loop and twine."

Now we enter a vast ravine between Macdonald on the left and Mount Tupper on the right, the former rising sheer a mile above us, bare, threatening, immediate and terrible, gives a sensation of immensity and awe expressed not by word, but only by a nameless dread and silence. An Almighty hand seems to have shut us in, and the feeling of loneliness and despair is increased by the shadow of oncoming twilight, as we look up at the drifting snow that eddies about the lofty crags, and the cold green ribbons of ice that mark the eternal glaciers, we feel that we have reached a climax in human experience and are again as little children.

The marvel is increased by the pass that seems undiscoverable, bearing in its name the memory of the wonderful energy and adventurous spirit of Major Rogers who penetrated where some awful upheaval of nature in by-gone ages tore a narrow gap through this prodigious battlement. We rush through the pass that marks

#### THE SUMMIT OF THE SELKIRKS

and a great sea of mighty snow-clad

monarchs are revealed — Hermit, Rogers, Grizzly, Cheops and Ross, each with its own gigantic cliffs and crags, turrets and pyramids, and everywhere the snow-clad tops and the green glaciers out-cropping, while a new panorama of hoary-headed monsters burst upon our already over-taxed vision when the matchless Illecillewaet Valley stretches far away to the westward, guarded by these silent and awful giants. Down and down below us we can trace in the distance the marvellous succession of loops and curves which we are to thread, but we slow up before the outcropping of the marvellous forty miles of the great glacier—here only a mile from the railway and but a few hundred feet above us, while the snowy amphitheatre of peaks is seen on all sides. Then we rush along the wonderful "Loops" where the four tracks are seen paralleled and only a stone's throw apart, and then on by the gorge of the Illecillewaet where we pass the famous Albert Canyon, where down at the bottom of a dark and narrow gorge the river boils in white foam three hundred feet below us.

Leaving the Selkirks behind, we again join the Columbia at Revelstoke, which meanwhile has made a loop of hundreds of miles to the north, and we enter

#### THE GOLD RANGE

through the Eagle Pass, and into the forest of the immense Douglas fir.

The overtaxed imagination and emotions find a relief in the quieter scenery that is seen in the Kootenay District and the comfortable farms which nestle in the valleys along Great Shuswap Lake, whose beautiful indented shores remind one of the Scotch Lakes. For some hours we follow the valley of the Thompson, a fine river running at headlong speed in a steeply-walled gorge, past the crazy victims of poles on which the Indians dry the salmon, till as the mountains again press in the famous Black Canyon is passed and the fantastically grooved and colored cliffs stand up in goblin shapes above us. At Lytton the Thompson loses its green waters in the turbid Fraser, along the right bank of which we thread a perilous way while on the opposite bank crawls the old government road which dates from the sixties on the sheer wall of rock. Soon we enter the main canyon of the Fraser and as the vertical black walls close in the mighty river is tortured into a mad foaming roaring torrent and as we shoot in and out of the many tunnels we catch glimpses of the jutting masses against which it dashes in its mad way. From here the path of the river widens out into a beautiful valley with broad well-cultivated fields and the luxuriance of the vegetation on the Pacific coast takes the place of the sterile desolation of the mountain district.

The delta of the Fraser is one of the richest agricultural districts in the world, the

land being an unexhaustible loam brought down by the river, and the many sawmills draw a supply of the finest lumber from the forests of gigantic trees which clothe the slopes of the hills.

Entering Vancouver city the railway runs along the water front and the busy sawmills and shingle factories make the travellers think for a moment of factories left thousands of miles behind—but it is not a time for looking backward.

#### VANCOUVER

Fronting on Burrard Inlet, and extending across a strip of land to English Bay, the shore of which is rapidly being claimed, is situated the merchant and commercial centre of Western Canada, the good city of Vancouver.

Seventeen years ago its site was covered with a dense forest. A few months after the first buildings sprang up, everything was swept away by fire. Vancouver, with the western spirit, began anew to lay the foundations of a substantial city. To-day, with a progressive population of more than 36,000, it commands the admiration of every Canadian. Its buildings are of stone and granite; its streets are wide and well paved; its large harbor is equipped with the most improved shipping facilities; schools, churches and public buildings bespeak the integrity and energy of its people, and every citizen has a pride and an ambitious confidence that the city of Vancouver will have a future even brighter than its past.

#### A TRADE CENTRE

Already Vancouver is a shipping and distributing centre of great importance. The C.P.R. is building up an immense over-sea trade from its western terminal. There are regular sailings to the Orient by the Empress line, another line goes to our sister colonies New Zealand and Australia, steamers leave for the Yukon ports, and almost every day coastal steamers start for the North and South. Not a few vessels find their way to Vancouver from Great Britain and the Continent around the Horn and carry back with them British Columbia lumber and salmon.



MR. JOHN HENDRY

British Columbia Mills Timber and Trading Co.,  
Vancouver.  
British Columbia Vice-President 1903-4.



As a distributing centre the large warehouses in almost every line of goods indicate a heavy trade. These are likely to be largely increased both in size and number in the near future. British Columbia is yet comparatively speaking, an unknown province. Development has only begun. Its lumbering, mining and fisheries are but infant industries capable of immense growth. With their advance, additional manufacturing plants will spring up and Vancouver will be the great centre around which the province will develop and from which it will secure a large proportion of its supplies.

#### THE RECEPTION

The welcome to Vancouver was most enthusiastic. Messrs. D. R. Ker of the Brackman-Ker Milling Co., chairman of the B. C. branch of the Association; J. G. Woods of Woods & Spicer, Limited, Vice-chairman of the branch; A. J. Baxter, Secretary of the Tourists Association and A. O. Campbell met the train at Mission Junction. At the station the excursionists were greeted by Messrs. John Hendry of the B. C. Mills Timber and Trading Co., B. C., Vice-President of the Association; Jas. McQueen, Acting Mayor; H. T. Lockyer, President of the Board of Trade; J. J. Banfield, President of the Tourist Association, and a large number of citizens. The party was escorted to the Vancouver Hotel where an elaborate luncheon was prepared.

#### THE LUNCHEON

At each plate was placed a most unique programme giving an outline of the entertainment provided at Vancouver, New Westminster and Victoria. This was tastefully printed on two thin pieces of B. C. pine tied together with silk cord. It drew forth many compliments and was prized as a souvenir by the guests.

It was about four o'clock when the luncheon had been served, and Mr. D. R. Ker, the chairman, rose and proposed "The King." Then on behalf of the members of the Association in British Columbia, in his very excellent manner, he extended a hearty welcome. Mr. Jas. McQueen, Acting Mayor, on behalf of the city council, made a most enthusiastic speech. He complimented the Association on having organized such an excursion, and, in true Canadian enthusiasm, spoke of the future of our country. A closer knowledge and a deeper sympathy followed by united action, would remove our greatest difficulties.

Mr. Drummond, in thanking the B. C. Branch and the people of Vancouver for their welcome, spoke of the pleasure it gave all of the excursionists to meet their brothers in their own province home and city on the Pacific coast. He then briefly outlined the history, work and aims of the Association, showing the force and influence which was being exerted in so many directions for the building up of Canada. Mr. George and

Mr. Edward Gurney each made short addresses.

The remainder of the programme was admirably arranged, to explain to the visitors the position of the great industries—lumbering, fishing and mining. Unfortunately not one of the three is at present in a prosperous condition.

#### LUMBERING

The lumbering industry was dealt with by Mr. J. G. Scott. He explained that the British Columbia market is limited. Freight to the east is high, and the United States tariff prevents any shipments to the South. On the other hand, the Canadian tariff allows the lumber and shingles from United States mills to come into Canada free of duty. This has constantly hampered the industry. At the present time a falling off in the demand in United States is resulting in large shipments being made to Canada at



MR. D. R. KER

Brackman-Ker Milling Co., Limited, Victoria, B.C.  
Chairman 1903-04, British Columbia Branch,  
C.M.A.

figures below the cost of cutting. Here an equality of tariff with the United States would, in a short time, put the Western Canada lumbering industry on a better footing than it has been for years.

#### SALMON

Mr. H. Bell Irving gave a history of the fishing industry. The causes for depression in the industry at the present time are (1) too many canneries for the small supply of fish, (2) increased cost of labor in operating, (3) diminution of pack by catch on Puget Sound and overfishing, (4) competition of Alaska and Puget Sound packs. The canners have on many occasions urged on both the Provincial and Dominion Governments their reasons for conserving this industry, but with no success, and, in the meantime, conditions are gradually becoming so serious as to imperil the industry.

What is necessary is the immediate prevention of overfishing and liberal expenditure on artificial propagation in the principal rivers. The natural spawning grounds must be preserved and protected.

Trap fishing is not allowed in Canada. This, however, is the method used by the Puget Sound canneries, and enables them to secure their fish much cheaper than when caught by gill nets.

#### MINING

The mining industry has received serious setbacks. Ill-planned and sometimes fraudulent schemes with mines "only on paper," have made capitalists doubly suspicious about British Columbia mining investments. Mr. C. Sweeney, of the Bank of Montreal, spoke for the province when he expressed his faith in the future of its mineral wealth. When the coal mines on the island and in different parts of the province, and the mines where the precious metals are found at Nelson, Rossland and elsewhere, were visited, and the modern methods that are being used were explained to the excursionists, every one would be impressed and convinced that the minerals of the province would yet prove to be of great value, and become a magnet to attract both capital and population.

In the evening the visitors were given complimentary tickets to the theatre.

The morning of the 30th was spent meeting business friends and visiting the large saw mills and canning factories to which the party had been invited.

#### NEW WESTMINSTER

At 2 p.m. a special train was provided to take the excursionists to New Westminster. Messrs. Alderman Holmes and Sinclair of the New Westminster Council travelled with the party and presented each of the visitors with a handsome souvenir badge of the city. The exhibition was a marvel to the eastern people. Especially worthy of mention were the exhibits of minerals and fruit, the display of apples, pears and grapes being equal if not superior to the finest exhibits at the great eastern exhibitions.

New Westminster was greatly admired, and after visiting a number of its finest sections, and inspecting the great cold storage plant, the excursionists returned to Vancouver, over the pretty and rustic route of the Vancouver and New Westminster Street Railway.

In the evening the officers of the Association arranged a smoker in the Vancouver Hotel to hear more about the industries of the province and become better acquainted with the Vancouver people. Representatives of the different western industries stated clearly the difficulties retarding the prosperity of the province. Songs and readings were interspersed. The whole evening was profitable and enjoyable and broke up at midnight, with hearty cheers for the King, the Province, and the Association.



## STANLEY PARK

It would not do to pass Vancouver without a word about Stanley Park. Well may Vancouver be proud of what is probably the grandest park on the continent. It is a government reserve of about one thousand acres in extent granted to the city for a recreation ground. Its situation could not be improved. It lies only a short distance

die," I would rather say, "See the Gulf of Georgia and the Straits of Fuca and live."

Victoria, the capital of the Province, is one of the most beautiful cities on the continent, with a population of about 25,000. It has a unique situation on the extreme end of Vancouver Island. As a residential city it has few equals. It has been described as a city of homes. The old-fashioned English

in Canada. They are built of a beautiful pearly-grey stone, on an elevation which commands a view of the city. Victoria is the seat of residence of the Lieutenant Governor which position is now held by that noble and honored Canadian Sir Henri Joly de Lotbiniere. The Admiral of the Fleet, the Commander of the Garrison, and many other naval and military officers also make this attractive city their home.

Victoria richly deserves the reputation it has been given by the hundreds of tourists that annually visit it. This evergreen city, as it has been called, is blessed with an equable temperature. In the summer it is never too hot, the temperature rarely going above 75°, and in the winter, for the last three years, the average lowest temperature has been 40°. The trees with summer garb and flowers in bloom are always present to surround the lovely residences with a glory of color.

The residential quarter is graced with natural roads winding in and out among the nestling homes and leading through varied pathways to the beaches. With a frontage of fifteen miles upon the waters of the Pacific, it is not surprising that there should be many beautiful drives around the city. Oak Bay, Cordova Bay, Gordon Head and McNeal's Beaches are names that will bring back beauties to all Victoria visitors. Not less famed is Beacon Hill Park, which is a fine undulating pleasure ground of 300 acres, wood and meadow, with artificial lakes and a collection of beasts and birds.

Victoria although it primarily impresses one as a city of homes is also a city of commercial importance. It is the first and last port of call for Australian and Oriental vessels to and from Canadian ports. Vancouver island is rich in minerals and along the E.



GOVERNMENT STREET LOOKING NORTH, VICTORIA, B.C.

from the centre of the city with street cars running to two entrances. English Bay, the First Narrows, Vancouver and Coal Harbours almost surround the peninsula which forms it, leaving only a narrow strip of land separating it from the city. The delightful feature of the park is its perfect natural beauty. Good roads, fine beaches and winding drives are only useful to assist the visitor to see the grandeur of a real forest. To all it was an inspiration and many of the manufacturers carried away photos of scenes and huge trees as souvenirs of their visit.

## VICTORIA

At 2 o'clock on Thursday, October 1st, the C. P. R. steamer Princess Victoria left Vancouver taking the party and several Vancouver friends to the western terminus of the tour, Victoria, the Evergreen City of Canada. The steamer is one of the fastest in salt water and beautifully appointed. The day was perfect and a Vancouver lady was heard to say "Even the whales come out to welcome the manufacturers."

The distance across the strait to Victoria is about 85 miles. The waters of the Gulf of Georgia were almost without a ripple and for the whole way the steamer threaded her route through a maze of wooded islands. A correspondent to the Cardiff (Eng.) Times once said about this trip "See Naples and

houses lend an air of comfort and contentment and the handsome residences of more modern build give a charming finish to the city. Its business section can boast of fine buildings and wide well-paved busy streets. The Legislature Buildings, erected about six years ago are among the finest structures



LAKE IN BEACON HILL PARK, VICTORIA, B.C.



& N. Railway, some of the largest coal mines in America are situated, at Nanaimo, Extension, Wellington and Ladysmith. The Victoria Terminal Railway runs through the agricultural section of the Island. Victoria has many fine business blocks, important warehouses and expanding factories.

#### THE WELCOME

It was dark when the party landed at Victoria and were escorted to the different hotels by Mayor McCandless, Mr. Todd, the President of the Board of Trade, Secretary Cuthbert of the Tourist Association, representatives of the local branch of the Canadian Manufacturers' Association, and many citizens.

#### OFFICIAL RECEPTION

After dinner the party were entertained at a reception in the Assembly hall in the Parliament Buildings. The stately pile was brilliantly illuminated, and all the departments were thrown open to the guests. The museum attracted a great share of attention and many complimentary references to the fine exhibits were heard. In the Assembly hall the visitors were greeted by His Honor Sir Henry Joly de Lotbiniere, Lieutenant Governor, and staff, and a large number of the good people of Victoria. The gathering was most enjoyable and abundant opportunity was given to make the acquaintance of the entertainers. A choice programme of music was provided and refreshments served.

On Friday morning the party was taken to Esquimalt, where the time was profitably spent in inspecting the various works, including the dockyard and other features of interest. In the afternoon the beautiful city, its homes, its drives, beaches and parks were shown the visitors. To drive over the route chosen by the Victoria friends occupied about three hours, but every minute of the time was enjoyably spent seeing the sights that will linger long and green in the minds of the tourists.

#### THE NOVA SCOTIANS

The Nova Scotians of Victoria extended invitations to all the Nova Scotians and their friends accompanying the excursion to an afternoon sail on the D. G. Str. Quadra. This was much enjoyed and gave an excellent opportunity to see the harbor and situation of the city.

#### TURNING EASTWARD

The evening was spent either visiting or sightseeing. Shortly after midnight the good ship Princess Victoria left her moorings and



C. P. R. STEAMER "PRINCESS VICTORIA"

the Manufacturers' excursion turned homeward.

The stay in Vancouver and Victoria, with the trip across the dividing waters, occupied four days. The reception accorded the manufacturers everywhere was most cordial. It was as though a reunion was taking place. There was much in common between the travelers and the hosts. A splendid patriotic spirit was everywhere manifest. An earnest desire to understand Canada and to act unitedly for its upbuilding, had brought business men of East and West together in one great common aim. The trip home was just as full of surprises and just as delightful as when westward bound.

#### VANCOUVER AGAIN

Saturday morning was all too short to again meet the Vancouver friends. At one o'clock the C. P. R. train pulled away from Vancouver with a tired but delighted party on board. It only took a few minutes for the excursionists to become thoroughly comfortable in their "home on wheels" and begin anew the pleasures that were enjoyed while moving along.

#### THE ARROWHEAD LAKES

Reaching Revelstoke on the return trip, the branch line was taken to Arrowhead, where transfer was made to one of the odd looking stern wheeler boats which furnished the traveller here a speedy and comfortable passage. The scenery of the Arrowhead Lakes is very delightful and varies with every turn. These lakes are merely expansions of the Columbia River narrowing now to a channel of a hundred yards width and again extending in every direction for

miles. The shores are wooded to the water's edge and tinted in many shades, while the blue hills beyond look up to calm snowy giants on the horizon. The water changes from emerald to turquoise and then to an oily black as the sun or wind or shadow of forest and crag affect it, and on the shore we see now a luxuriant fruit orchard, now an Indian's teepee, here a large hotel with gay verandahs and guests in summer costumes, there the lonely camp of a prospector with his hammock swung between the trees.

The railway journey from Robson to Rossland by night has been compared to the "Broken" Scene. Fires everywhere, in the forests and in the smelters, walls of incandescence on one side and flaming furnaces on the other, a lurid glow behind and the Red Mountains, the nucleus of the Rossland mines ablaze with long festoons of arc-lamps. The railway seems to climb by a spiral staircase, back and forward by a switch-back arrangement, to reach the mining town on the mountain.

#### ROSSLAND

It was long after midnight on Sunday when the C. P. R. special from Robson landed the tired party at Rossland. The ground was covered with three or four inches of soft snow and a drizzling rain was falling, which lasted all next day.

#### THE MINES

Early Monday morning the party took trains to the mines, situated only a short distance from the town. In spite of the rain and wet it was a great privilege for most of the visitors to visit and see for themselves mines of precious metals in active operation. By the kind permission of the management the mines were open to the excursion party, and willing guides were on hand to explain the machinery and details of the great works.

Most of the party visited either Le Roi or Centre Star, while a few went to War Eagle. The works above ground with the massive machinery, much of which was "Made in Canada," were the admiration of all, but the underground development was so entirely different from anything previously seen on the trip that mingled expressions of wonder and surprise were heard everywhere. Many accepted the invitation to go down the different shafts, and at various levels down as far as 1,300 feet, the miners were found busy picking the valuable ore.

#### ROSSLAND CLUB

An invitation was extended to all to enjoy the privileges of the Rossland club. It is a new building, large and well laid out, and has a most home like and comfortable appearance. Here a large number of the party gathered a few minutes before leaving, and had the pleasure of meeting Rossland's business men, Mr. J. S. C. Fraser, the President of the Club,



HOTEL VANCOUVER, VANCOUVER, B.C.



extended a most hearty welcome. Mr. J. A. MacDonald, who, on the Saturday previous, had been elected to the Provincial Assembly, and Mr. A. S. Goodeve, expressed their pleasure at having the manufacturers with them for even a few hours, and while pointing out that to come and see and get acquainted was the best and only way to unite the extremes of our country, they expressed the hope that many such visits would be made. Mr. Drummond replied, thanking all for the kindness and attention that had been shown. Everyone, he said, was delighted with what they had seen at the mines, and gave the assurance that the weather had in no way interfered with the genuine Canadian reception that was accorded.

Just before this gathering broke up the Mayor of Rossland, who had been unavoidably detained, arrived at the club and briefly

from here is already transmitted 32 miles and it is estimated that the falls are capable of providing as much as 100,000 horse power.

#### NELSON

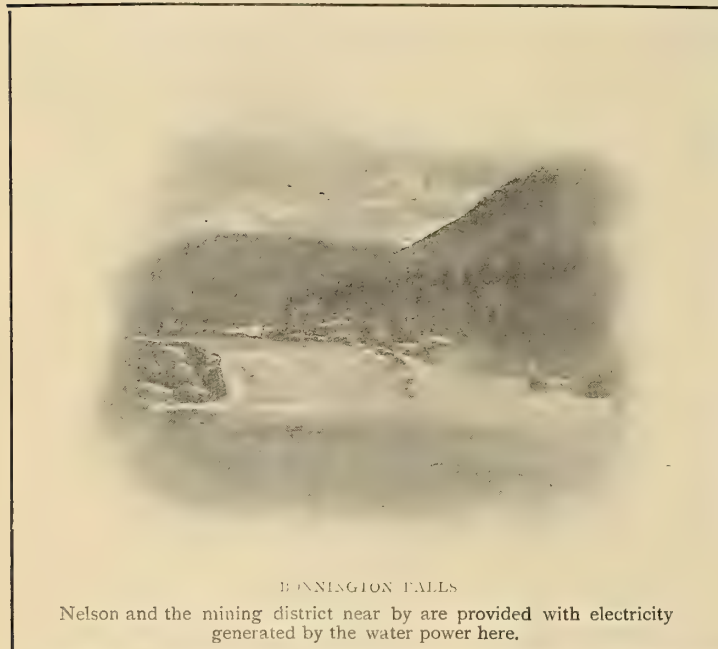
Unfortunately we arrived at Nelson after dark and left again at 7 o'clock the next morning. This short stay prevented the party from seeing the town which is situated where only fourteen years ago there was nothing but unattractive rock.

Mr. J. J. Campbell of the Hall Mining & Smelting Co., met the train at Trail and extended an invitation to visit the smelters of the Company. While the whole party could not visit the works the President and several of the party spent an hour at the interesting plant.

The people of Nelson did not let a delayed train interfere with their welcome and on very short notice arranged an "At Home" in Fraternity Hall. There was a large turn-

The weather was wet and cold, but the cabins were cosy and the scenery was always unfolding new wonders. Our train left two days before at Arrowhead, met us here and it was welcomed as though we were returning to our homes.

Rossland and Nelson are distinctive mining towns. They sprang into importance only a few years ago, and with the mining development grew and prospered. Unfortunately, however, the mines as then operated did not pay, and a reaction set in, bringing with it a period of hard times, during which a considerable part of their business and population was lost. There is now however a feeling of returning prosperity. The mines are being developed with more scientific methods, and ore that a few years ago would not be touched, is now being mined with satisfactory returns. Both towns are now on a stable basis, with a settled popula-



BONNINGTON FALLS

Nelson and the mining district near by are provided with electricity generated by the water power here.



TRAIL SMELTER, TRAIL, B.C.

on behalf of the town, extended a hearty welcome. The thanks of the party is due to Mr. A. B. McKenzie, secretary of the Board of Trade and many other hospitable citizens, for many courtesies.

#### TRAIL AND BONNINGTON FALLS

The short run to Nelson afforded the party many interesting sights. At Trail the passengers were given fifteen minutes to see the smelters. The process was explained as well as could be in so short a time, and a hurried trip taken through the very extensive works. Another short stop was made at Bonnington Falls. From the standpoint of the disinterested sightseer the falls were very beautiful, but the modern power house, nestling under a height of rock, which, from the very small part of the falls that has been harnessed, provides electric energy for the mines and city of Nelson, appealed to the business instinct of the party. The power

out of Nelson people, and the kindness of the Nelson ladies in assisting in this very enjoyable function was much appreciated. The visitors were nearly all present and in their travelling clothes were welcomed and made to feel at home by the Nelsonites. The dance was kept up till morning. A splendid opportunity was given to get acquainted, and everybody was most kindly looked after. Altogether it was a very happy idea and the many kindnesses and the pleasure of meeting at the dance, a form of reception so different from the others received, will long be remembered. Alderman Selous, Mr. W. A. Jowett and Mr. J. M. Lay, President of the Board of Trade arranged this pleasant and very successful evening's entertainment.

It was a tired but delighted party that embarked on Wednesday morning for the trip from Nelson to Kootenay Landing.

tion and business, and prospects are brighter than for some years past.

At Kootenay Landing a beautiful vista of peaceful lake and river and wild mountains is opened up; here the train was waiting, and each felt glad to be home again, with faces turned to the east on the Crow's Nest division. For some time the route is along the edge of a beautiful valley, where the silvery threads of water twine among grassy meadows and trees resplendent in their autumnal garb, till we cross the Elka mid environments of beautiful grandeur, as the mighty promontories and hoary crags again are in view, stretching in chaotic immensity away to the north. In this part of the Rockies the valleys are wider than further north and the passes easier, so that the mountains do not give the same impressive overpowering nearness. At Summit Lake we again reach the dividing line, where the



waters divide, each to seek a different ocean, and we thread the famous loop over the Michel, where three miles are covered to make a distance of less than two hundred feet. A halt is made to view the remarkable

party, they were joined by Mr. Tonkin, the genial manager of the Coal Company, who accompanied them as far as Lethbridge.

#### FRANK

The next important spot visited was Frank, the little mining town which has become so famed for the awful rock-slide which took place there last April, with the awful destruction of 86 lives, and the complete devastation of a portion of the town.

Frank afforded a scene of an awful description unparalleled in world history, where the stupendous mass of rock forming the three topmost crags of a mighty

mountain, plunged headlong down into the valley, and pitched in shattered masses a mile away against the foothills opposite. Now the

ground. A feeling of awe is on everyone; you glance anxiously up thousands of feet to the crest, where the tiny pines cling on their precarious footing, and you share the feeling of helplessness and imbecility that paralyzed human effort here for months. Seeing here what the mountains can do, you feel how kind they have been for the many miles we have been in their keeping, and turning our faces to the prairies we once more enter the beautiful country of the foothills.

At this stage there is afforded a view of Mount Baker; away to the south a hundred miles it rears its sublime form against the sky, beautiful as an artist's dream, clad all in a dazzling radiance of gold and white and pearly blue, like a mount of transfiguration, and we catch glimpses of the "many gates and golden," that seem to open to admit angels of the morning and the evening.

#### ON THE MAIN LINE AGAIN

From Dunmore began the retracing of our westward route. Medicine Hat was reached at a late hour Wednesday night and next morning found our train nearing Moosejaw. This is the centre of a fine farming district and a busy market town. It is the original home of the Great Cree Indians. The day's ride never lacked for interest, and next morning at ten o'clock the train drew into

#### REGINA

the capital of the Northwest Territories. This city has a population of nearly 4,000 and is rapidly advancing in importance as a railway and distributing centre. Its citizens are brimful of enthusiasm and ambition. They met the train in full force and the party was escorted to the City Hall which was decorated with harvest sheaves and the mottoes "Welcome C.M.A." "Regina the centre of N.W.T." and "Western Growth means Eastern Prosperity." An

#### ELABORATE PROGRAMME

had been prepared and excellent music was



C. P. R. STEAMER ON ARROW LAKE

"Old Man River," which flows out of a cave in the side of Sentinel Mountain into the Lake. Soon we catch sight of the magnificent Crow's Nest Mountain, standing up alone against the sky, like a huge monolith on a pedestal of seven pillars, crowned with a dazzling mass of snow and ice; like a giant disputing the entrance of the stranger into the land of the setting sun.

#### CROW'S NEST AND FERNIE

Reaching Fernie in the evening, it was decided to wait here till early morning, and the wondering visitors viewed by moonlight the great coke ovens of the Crow's Nest Coal Company. Four hundred and eighty of these immense ovens are now in operation in his live mining town, and to see their lurid blaze by night is a sight long to be remembered.

One can scarcely comprehend the importance of Fernie and the almost unparalleled progress which the town has experienced since it was founded in 1896. The daily output of the mines is now 3,000 tons, and it is expected to reach 5,000 tons before the close of the present year. To give some adequate idea of the immensity of the deposit, it has only to be stated that every expert who has examined the mines has corroborated the estimate that, at the present rate of consumption, the Crow's Nest contains a sufficient supply of coal to satisfy the demands of the world for the next two hundred years.

Leaving Fernie next morning a short stop was made before breakfast at Michel, where a large number of coke ovens are being operated. Here, much to the pleasure of the



CROWS' NEST PEAK

mountain stands up with its great iron grey back against the sky, but on the whole end is the broken, scarred and shattered steep from which fell that undescribably awful avalanche that wiped off the face of the earth part of the little mining town that still nestles at its base. There lies a great field of prodigious masses of rock, giant paving blocks as large as houses, piled like broken brick high in the air, and for ten minutes the train runs through the midst of this Titanic play-



OBSERVATION TOWER GLACIER



rendered by the Regina orchestra.

Mr. J. M. Young, President of the Board of Trade occupied the chair, and seated on the platform beside him were Mayor J. W. Smith, Mr. G. W. Brown, M.P.P., Mr. J. W. Laird, President Drummond, Vice-President George and Secretary Younge.

The chairman after welcoming the visitors called upon Mayor Smith who delivered an excellent address, bristling with points concerning Western trade and directing special attention to the advantages and importance of the city. He was followed by Mr. Laird, who had recently located in Regina, and was to-day one of its most successful and enthusiastic business men. Mr. G. W. Brown emphasized a number of important features concerning the supply of Canadian goods for the West, and urged the manufacturers to wage a stronger competition against their neighbors to the south, and to establish such facilities for their western business that the farmers of the Northwest might be encouraged to patronize still further the

and a little further on the same side are the headquarters for the Northwest Mounted Police, that stalwart body numbering nearly 1,000 men who preserve order throughout the territories. The barracks, offices, store-houses compose a village in themselves.

#### SOUTHERN MANITOBA

At two o'clock the train left Regina and during the afternoon we travelled over the rest of the fine farming country between the northwest capital and Brandon. From here we turned south to Southern Manitoba arriving at Souris about 11 o'clock. This district is the oldest and one of the best parts of the Province. The farmers here have adopted mixed farming and although wheat will always be the important product other grains are given considerable attention, and stock farming is also important. At Crystal City, in this district, is the famous stock-farm of the Hon Thos. Greenway to which stock raisers come from long distances both in the States and Canada to attend the auction sales that are

instrumental in making our short stay so pleasant, extended on behalf of Deloraine a truly Canadian welcome which was acknowledged by the President, Vice-President and Secretary.

#### A TYPICAL SOUVENIR

To each of the party, the committee that arranged the welcome are sending a sample of the Manitoba wheat grown in their district. This is put up in flat bottles with a label that gives the handsome record of Deloraine wheat and the years that first prizes were secured at Winnipeg exhibition.

Deloraine is a good town with about 1,000 inhabitants. Five miles to the south are located Turtle Mountains from which it is said can be seen a farming country extending for twenty-five miles in every direction.

Moving on from Deloraine, we passed Whitewater and the lake that bears the same name. A short stop was made at Boissevain, and further east at Crystal City, the travellers had as a guest the Hon. Thos. Greenway, formerly Premier of the Province and one of its most successful farmers. Unfortunately as it was dark when we arrived Mr. Greenway's kind arrangements to have the party driven to his farm, a short distance from the station, were necessarily cancelled.

#### MORDEN

Further east Morden greeted us in a royal manner. Although it was ten o'clock, the brass band was at the station and headed the procession that was quickly formed, through the business streets of the town.

#### WINNIPEG

Saturday morning found the excursionists preparing for a few busy hours in Winnipeg. Everyone was right at home, and without any lost time, found friends or were occupied in business—and there were but few of the firms represented on the excursion that have not important business interests in Winnipeg.

The itinerary was arranged to travel from Winnipeg to Port Arthur by the Canadian Northern. It was much regretted by both the party and the railway company that it was impossible to delay the trip any further to enable the interesting part of the route to be covered by day light. The C. N. R. had gone to considerable trouble to make this run an enjoyable one. Each of the party was given a souvenir showing the interesting points to be passed. Being unable to cover the route to advantage, it was decided to return via C. P. R.

#### THE ACCIDENT

About three miles west of Rat Portage the train, in turning a sharp curve, ran into a section gang with very disastrous results. One poor fellow, a pensioner of the British army, was killed and two others badly injured. The injured men were cared for by Dr. Mackenzie and willing helpers. The accident came as a thunderbolt out of a clear sky. The passengers, who a moment before were happy and enjoying themselves in many



KAKABEKA FALLS, NEAR FORT WILLIAM  
This great water power is soon to be developed

home industries. The President, Vice-President and Secretary of the Association replied in the warmest terms of appreciation.

#### A LOOK AROUND

Regina convinced the visitors of the truth of everything which had been told them. Regina will undoubtedly become a great business centre. A branch railway extends northward from here to Prince Albert, opening up a magnificent farming country, and another railway is in prospect towards the south. The town itself is full of interest. Its business streets are broad and beautiful. Beyond the station the Government Offices, Exhibition Buildings and Lieutenant Governor's Residence, may be seen on the right,

frequently held.

#### SOURIS

Souris is the centre of a prosperous district and the flour mill and seven elevators are the visible signs of its importance as a wheat shipping point.

#### DELORAINÉ

The next stopping point was Deloraine. The citizens had been expecting the train for two days but this unfortunate delay did not in any way lessen the cordial reception that was extended. The ladies of the town had prepared an elaborate luncheon in the Town Hall and the hour of social intercourse spent there was much appreciated. Mr. Geo. Patterson B.A., LL.B., Editor of the Deloraine Times, who was largely



ways, could not at first appreciate the awfulness of the disaster, but when the true report was known, a gloom fell over the party. Every one talked in whispers, and every heart went out to the bereaved and the injured. There was a silent thankfulness that our heavy train with its precious load of human freight had not come to harm.

#### RAT PORTAGE

When the train arrived at Rat Portage, Mr. Drummond addressed the party briefly,

been delayed, to show the flourishing town of 6,000 to the visitors from the water, and a boat was in readiness to sail immediately on arrival. As it was the two hours' stay was spent very quietly; no demonstration of any kind was held, and after seeing the town in little groups of two or three, the party returned to the train and retired. On the following morning, which was Sunday, we awoke to find our train had arrived at the outlet, through which much of the western

and the party boarding a steamship simply sailed up the Kaministiquia River as far as Kakabeka Falls and then crossed the northern portion of Thunder Bay to Port Arthur. The river ride was most delightful, and on the quiet Sabbath morning the autumn foliage and soft sunlight combined to make nature appear in all her beauty.

Upon arriving at Fort William, a few words of welcome were spoken by the Mayor and the Presidents of both Boards of Trades to which Mr. Drummond and Mr. Edward Gurney fittingly replied.

The Twin Cities of Port Arthur and Fort William are deserving of special notice in any account which deals with the development of Canada. They are, properly speaking, the gateway through which the western grain must pass, and through which likewise many supplies from the east must be received.

Fort William has a population of about 6,000, the number of its residents having doubled during the last four years. It is now one of the most promising towns in Canada. With excellent facilities for both rail and water communication, it has become an important shipping centre. The "Sleeping Giant" a huge promontory of basaltic rock, faces the town from the opposite side of Thunder Bay, which is flanked on the west by Mackay Mountain overlooking the town. Fort William was formerly one of the most important posts of the Hudson Bay Company. To-day it is a modern centre with great coal docks, immense grain elevators, railway work shops and fine streets. Its citizens are thoroughly enterprising and are dominated by an unwavering faith in the future of their city. Fort William and Port Arthur have both become famous as tourist resorts, and both offer splendid advantages and opportunities for manufacturing industries.

#### PORT ARTHUR

situated on the shore of Thunder Bay, the terminus of the Canadian Northern Railway, has long been known as one of the centres of navigation on the Great Lakes. It has one of the finest harbors in Canada, and is already known as a great grain depot. It is also an important mining and lumber centre and has a population of about 6,000, which is fast increasing. The visitors regretted very much that they were unable in such a short visit to see its many beauties and advantages, but one could not fail to be impressed with its magnificent situation and fine appearance. Those of its citizens whom they were privileged to meet are men of splendid calibre. Undoubtedly the town has exceptional prospects for a bright future.

#### NEARING HOME

To be as far east as Port Arthur, on a trip of such great distances, seemed coming near home. The next morning brought the party to White River, and about four o'clock

## EXCURSION TRAIN ORGANIZATION

### The Chairmen of the Different Cars



Car 2  
H. G. SMITH  
Dundas



Car 3  
C. N. BELL  
Winnipeg



Car 4  
J. F. M. STEWART  
Toronto



Car 1  
F. C. SIMSON  
Halifax



Car 5  
CHAS. MARRIOTT  
Toronto



Car 6  
JNO. WESTERN  
Toronto



Car 7  
LT.-COL. GARTSHORE  
London

and, after giving particulars regarding the dead and the injured and the families of each, announced that a subscription list would be opened. In a short time \$1,350 was raised, which has been divided, \$600 being given to the widow, \$300 to each of the injured, and \$25 each to the other members of the crew who miraculously escaped injury.

The acting Mayor, Mr. W. G. Cameron, and a large number of citizens met our train. Arrangements were complete, had we not

wheat passes to the world beyond—the port of Fort William.

#### FORT WILLIAM

A joint committee from the Boards of Trade of the cities of Port Arthur and Fort William, with Mr. J. L. Matthews as chairman and Mr. E. R. Wayland as secretary, had prepared a pleasing programme for the entertainment of the party, fully expecting them to arrive two days early. It being the Sabbath no demonstration of any kind was attempted



on Monday afternoon, the 12th inst, North Bay was reached.

#### ACKNOWLEDGMENTS

Here it was the happy privilege of the members of the party to acknowledge in slight but tangible form the kindness shown by the officials on the route.

The passengers having gathered around the President upon the platform at the depot, Mr. John J. Rose, the popular C. P. R. official, who had accompanied the party throughout the entire trip, was called forward and was given a hearty ovation. The President called upon the Secretary, who read an address expressing the high appreciation entertained by the excursionists for the excellent manner in which Mr. Rose had superintended and conducted the arrangements for the journey. The address was accompanied by a handsome gold watch, suitably inscribed. Messrs. R. H. Webb, H. Ferry, J. F. Scott and Chas. Barber were also remembered with presentations for the excellent and willing services which

to fast friendships and never-to-be forgotten associations—let us rather look forward to another such occasion, when the continental travellers will meet again under similar auspices, and with the same unfeigned pleasure and splendid results.

#### CONCLUSION

This brief account of a most interesting tour does not pretend to be anything more. Of the heartiness and warmth with which the representatives of the Association were received in the West much might be written and much more will be spoken. Let it simply be recorded that our western brothers received the representatives from the East with a Canadian welcome, the memories of which will never fade. For all the kindness shown, the Canadian Manufacturers' Association, and the individual members of the party, place on record their warmest thanks.

The Pacific Excursion of 1903 is now a part of history. Its influence ends not with the occasion. The national motive which

### THE PASSENGER LIST OF THE PACIFIC EXCURSION

#### BRACEBRIDGE

Bird, H. J., Jr., Bird Woollen Mills.  
Bird, T. N., Bird Woollen Mills.

#### BRANTFORD

Cockshutt, Harry, Ontario Vice-President Canadian Manufacturers' Association, Cockshutt Plow Co.  
Hamilton, J. S., J. S. Hamilton & Co.  
Waterous, D. J., Waterous Engine Works Co.

#### CHATHAM

Gray, Mr. and Mrs. R., Wm. Gray & Sons Co., Limited.

#### DANVILLE, QUE.

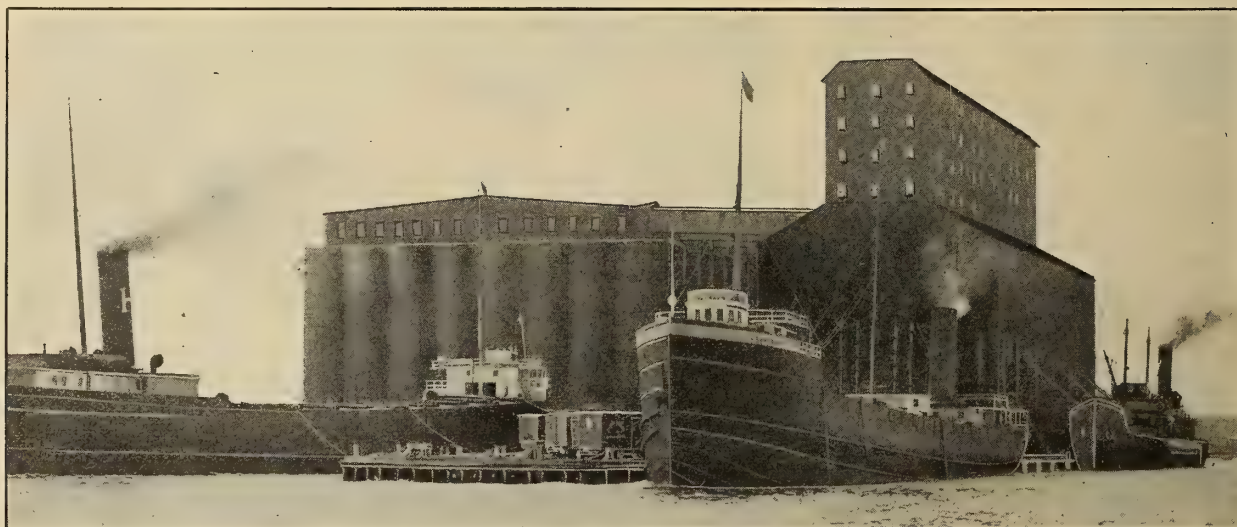
Cleveland, G. F., J. L. Goodhue & Co.

#### DUNDAS

Bertram, John, John Bertram & Sons.  
Smith, H. G., Smith & Baker.

#### GEORGETOWN

Barber, R. R., Wm. Barber & Bros.



MAMMOTH ELEVATORS AND GRAIN CARRIERS AT PORT ARTHUR

each had rendered. Mr. J. M. Taylor and the Secretary were also presented with handsome souvenirs of the trip for the efforts which they had put forth in making the excursion a success. Amid hearty demonstrations all of these gentlemen replied expressing their thanks. Three hearty cheers were given for the President and other officers of the Association, and then all eyes were turned towards home.

#### THE LAST HOURS

None of the excursionists will forget the closing hours of the tour. It was an evening which will often be recalled. With pleasant prospect of home and dear ones just ahead, there was also the regretful thought that the delightful trip was at an end, and that the members of the party must part. Let us not dwell upon the farewells which were spoken, and all the kind expressions which testified

prompted it, the spirit in which it was carried out, and the truly Canadian characteristics which contributed to its success from first to last, have given it a place as one of the greatest Canadian enterprises of the new century. It marks a closer coming together of the Provinces of the Dominion and the firm establishment of mutual sympathy and helpfulness between the East and the West. And who will not say in after years, when Canada's history is written, when our great Northwest, peopled with millions of Canadians, has become the pride of the Empire, and when the industrial supremacy of our land has been established among the nations of the earth, that the Canadian Manufacturers' Association Pacific Excursion of 1903 has been one of the factors in the growth and unity of the life of our Dominion?

#### GLENCOE

Younge, J. Adair.

#### GODERICH

Williams, R. S., Goderich Organ Co.

#### GRANBY, QUE.

Neill, J. S., J. Bruce Payne.

#### GUELPH

Moulden, R. F., Taylor-Forbes Co., Ltd.  
Sully, Mr. and Mrs. J. G., Raymond Manufacturing Co.  
Taylor, John M., Taylor-Forbes Co., Limited.

#### HAMILTON

Robinson, S. D., The D. Moore Co., Ltd.  
Spratt, W. A., Norton Manufacturing Co.  
Steedman, J. P., Gurney Scale Co.  
Witton, Mr. and Mrs. H. B., George E. Tuckett & Son.  
Wright, H. G., E. T. Wright & Co.



**HALIFAX, N. S.**

Adams, E. D.  
 Chisholm, J. S., Alfred Dickie, Lower Stewiacke.  
 Hattie, R. M., Secretary Nova Scotia Branch C. M. A.  
 Henderson, J. R., Chairman Nova Scotia Branch C. M. A., Henderson & Potts.  
 McKinlay, A. W., A. & W. McKinlay.  
 Simson, F. C., Simson Bros.

**HESPELER**

Forbes, Mr. and Mrs. Geo. D., R. Forbes Co.

**KINGSTON**

Hewton, Mr. and Mrs. J., Kingston Hosiery Co.

**LINDSAY**

Flavelle, Mr. and Mrs. J. D., Flavelle Milling Co.  
 Flavelle, Miss E. G.  
 Flavelle, Miss A. C.  
 Flavelle, Miss E. L.  
 McLennan, Wm.  
 Needler, Wm.

**LONDON**

Forristal, John, London and Petrolia Barrel Co.  
 Gartshore, Lt. - Col. W. M., McClary Manufacturing Co.  
 Layborn, Major.

**MONTREAL**

Allen, Joseph, British American Dyeing Co.  
 Birks, G. W., Henry Birks & Sons.  
 Birks, Mr. and Mrs. W. M., Henry Birks & Sons.  
 Costigan, Miss Agnes.  
 Dillon, John, Mount Royal Foundry Co.  
 Dillon, Miss E. J.  
 Dougall, Mr. and Mrs. J. S. N., McCaskill, Dougall & Co.  
 Drummond, Geo. E., President Canadian Manufacturers' Association, Drummond, McCall & Co., and Mrs. Drummond.  
 Fortier, J. M., J. M. Fortier, Limited.  
 Gurd, Mr. and Mrs. Chas., Chas. Gurd & Co.  
 Henry, Mr. and Mrs. Knox, Surprise Spring Bed Co.  
 Jacobs, S. A., New York Silk Waist Co.  
 Jamieson, Mr. and Mrs. R. C., R. C. Jamieson & Co.  
 Joubert, D., H. Lamontagne & Co.  
 McKeown, Jas. H., Salem Mfg. Co., Ltd.  
 McLaren, D. W., J. C. McLaren Belting Co.  
 Murry, Mr. and Mrs. A., Montreal Star.  
 Packard, L. H., L. H. Packard & Co.  
 Ramsay, A., A. Ramsay & Son.  
 Rolland, O., Rolland Paper Co.  
 Rutherford, Andrew, Wm. Rutherford & Sons.  
 Smail, Mr. and Mrs. W., Canada Horse Nail Co.  
 Smail, Miss.  
 Watson, Mr. and Mrs. Hugh, Watson, Foster Co.  
 Watson, Miss Iza B.  
 Wright, E. A., Canadian Rubber Co.

**NEW GLASGOW**

Cameron, Mrs.  
 Eastwood, Mr. and Mrs. James, James Eastwood & Co.  
 Munro, A. R., Munro Wire Works, Ltd.

**OWEN SOUND**

Merritt, Mr. and Mrs. W. H., National Table Co.

**PORT HOPE**

Sprinkle, J. R., Jr., Standard Ideal Sanitary Co.

**PRESTON**

Dolph, C., Metal Shingle and Siding Co.

**ST. CATHARINES**

Lowe, F. J., J. H. Wethey, Limited.

**ST. JOHN**

Archibald, C. S., Maritime Nail Works.

**SMITH'S FALLS**

Frost, C. B., Frost & Wood Co.  
 Gould, J. S., Gould Mfg. Co.



MR. J. J. ROSE

Travelling Passenger Agent, C.P.R., who personally conducted the C.M.A. Excursion

**TORONTO**

Anthes, Mr. and Mrs. H. W., Toronto Foundry Co.  
 Anthes, Misses I. and L. F.  
 Burton, E. S., Merchants Dyeing and Finishing Co.  
 Capreol, A. R., United Factories, Limited.  
 Chapman, Mr. and Mrs. S. H., Ontario Wind Engine and Pump Co.  
 Corrigan, Mr. and Mrs. F. S., Macdonald Manufacturing Co.  
 Cosgrave, L. J., Cosgrave Brewing Co.  
 Crean, Robt., Robert Crean & Co.  
 Eby, H. Douglas, Eby, Blain & Co.  
 Edmonds, W. L., McLean Publishing Co.  
 Ellis, F. M., Barber & Ellis.  
 Ellis, Miss Madeline G.  
 Ellis, Miss Muriel G.  
 Fountain, Wm., J. J. Zock & Co.  
 Foy, George J., Owen Sound Portland Cement Co.

Francis, W. G., Francis-Frost Co.  
 Gale, George C., Gale Manufacturing Co.  
 George, W. K., First Vice-President Canadian Manufacturers' Association, Standard Silver Co., and Mrs. George.  
 Gibbons, J. J., Lever Bros., Ltd.  
 Gurney, C., Gurney Foundry Co., Ltd.  
 Gurney, Edward, Gurney Foundry Co., Limited.  
 Harmer, Mr. and Mrs. R., Massey-Harris Co., Limited.  
 Harris, Lloyd, Underfeed Stoker Co., Limited.  
 Harvey, C. E., Christie, Brown Co., Ltd.  
 Hedley, Mr. and Mrs. Jas., Monetary Times Printing Co.  
 Heintzman, George, Heintzman & Co.  
 Jacobi, Fred. W., Philip Jacobi.  
 Jephcott, Mr. and Mrs. Wm., Toronto Lithographing Co.  
 Johnston, W. S., W. S. Johnston & Co.  
 Knight, A. Cecil, Lever Bros., Limited.  
 Lee, T. H.  
 Lee, Miss Ethel.  
 Lowndes, Mr. and Mrs. J. M., The Lowndes Co., Limited.  
 Lowndes, Miss F. E.  
 MacKenzie, A. J., M. B.  
 McLaughlin, Mr. and Mrs. M., Royal Dominion Mills.  
 McLaughlin, Miss Ada.  
 McMichael, Mr. and Mrs. Peter, Dominion Radiator Co., Limited.  
 Marriott, Chas., G. Goulding & Sons.  
 Marshall, Noel, Standard Fuel Co.  
 Miller, G. N., E. W. Gillett Co., Limited.  
 Muntz, G. H., Toronto Bedding Co.  
 Northway, Mr. and Mrs. John, John Northway & Son.  
 Ritchie, F. A., Ritchie & Ramsay.  
 Rose, J. J., Canadian Pacific Railway.  
 Russell, F. H.  
 Shaw, W. H., United Typewriter Co.  
 Shaw, E. R., Official Stenographer.  
 Smith, Mr. and Mrs. W. J., John A. Smith & Sons.  
 Steele, Mr. and Mrs. W. H., W. H. Steele & Co.  
 Stewart, J. F. M., Sec. Toronto Branch C. M. A.  
 Strathy, F. W., American Watch Case Co.  
 Thomas, A. W., Copp, Clark Co.  
 Thorn, Mr. and Mrs. J. O., Metallic Roofing Co., Limited.  
 Westren, John, Dunlop Tire Co.  
 Wildman, Mr. and Mrs. J. F., Office Specialty Manufacturing Co.  
 Wright, Mr. and Mrs. Henry, MacLaren Imperial Cheese Co.  
 Vanzant, F. N., Union Petroleum Co.  
 Younge, R. J., Secy., Canadian Manufacturers' Association.

**WESTON**

Moffatt, T. L., Jr., Moffatt Stove Co., Ltd.

**WINDSOR**

Allen, J. B., Canadian Typograph Co.  
 Fleming, O. E., Windsor Turned Goods Co.



Straith, James A., Standard Paint and Varnish Works.

#### WINNIPEG, MAN.

Bell, C. N., Sec. Manitoba Branch C. M. A.  
Bell, Miss Nora.

### KIND WORDS FROM THE NORTHWEST PRESS

According to the *Winnipeg Free Press*, the chief Liberal newspaper in the Northwest, Canadian manufacturers "are lineally descended from the horse-leech's daughters whose rapacity moved Agur the son of Jakeh to wrath," and this remark has been quoted by some of the newspapers in Eastern Canada, but it does not represent the general attitude of the Northwest press toward the manufacturers. Indeed the members of the Canadian Manufacturers' Association who visited the West after the annual meeting could not have desired a more cordial welcome than they received from the newspapers in general. The kind words of that popular weekly *The Nor'-West Farmer* are quoted elsewhere in this issue. The *Winnipeg Telegram*, the leading Conservative newspaper, said the object of the excursion of the manufacturers to the West was to "promote the cordial relationship that should exist between all classes and sections of our people," and added: "We are all alike engaged in an effort to build up this country and make it truly prosperous and great."

#### BRANDON TIMES

The *Brandon Times* says: "There is no doubt at all about the visit of our Eastern countrymen. It has shown them to be jolly good fellows, but more than that it has shown that they are interested in us. It has shown that they wish to cultivate a more intimate relationship with us that they may benefit, that we may benefit, and that Canada as a whole may profit by the increased internal intercourse."

#### VICTORIA DAILY TIMES

The *Victoria Daily Times*, one of the leading Liberal newspapers of British Columbia, said: "We admire the manufacturers, we are envious of their aggressiveness, we hope to profit by their spirit of optimism and hopefulness and we rejoice in their prosperity. May they by up-to-date methods, by the promptness with which they note and seize opportunities, capture the Canadian market from the chilly Atlantic to the genial Pacific and may they and their successors hold it for all time against all competitors. The men of the northern zone are now the rulers of the earth. There is no climate in the world better adapted for the production of men of the conquering class than Canada. Obviously, therefore, this country with its diversified and incomparable resources of unparalleled extent is destined to dominate the universe whatever our political future may be. The Canadian manufacturers will play not the least prominent part in the making

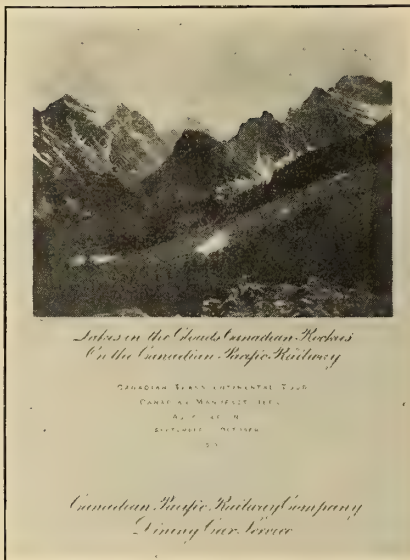
of Canada. May they go forward to greater triumphs than they dream of even in this time of youthful optimism."

#### VICTORIA DAILY COLONIST

The *Victoria Daily Colonist*, a widely circulated Conservative newspaper, said: "The epoch that has commenced so auspiciously with the visit of nearly two hundred of the leading representatives of commerce in Eastern Canada is one in which east and west, recognizing their kinship and the wealth and power of each, will draw more and more closely together, till that which not so long ago was very distinctly two will become merged in one great whole—a united country large enough to contain many an Old World empire, rich in natural wealth, rich in the brain and energy of her children, and strong in a community of sentiment and interest to present a bold front to the whole world."

#### WINNIPEG COMMERCIAL

The *Winnipeg Commercial*, one of the best edited publications in Canada which may be regarded as the voice of the Northwest



EXCURSION MENU CARD

merchants among whom it circulates extensively, said: "Since the organization, or rather reorganization of the Canadian Manufacturers' Association, a well organized and successful effort has been made to extend Canadian trade both at home and abroad. The Association is undoubtedly the most progressive, aggressive and enterprising business organization that Canada has ever had. It is working skilfully and energetically to extend Canadian trade, improve the quality of Canadian wares, and cultivate in Canada a patriotic and independent national spirit. Though yet a very young organization the Association has already accomplished wonderful results. It is worthy of the support of every individual and firm who claims to be a manufacturer, for the work it is doing in building up Canadian industry.

"And what does the expansion of Canadian industry mean? It means the creation and enlargement of the home market for the

Canadian producer. It means the providing of remunerative work at home for the young people of Canada. After all is said and done, the home market is by all odds the best market for the Canadian producer—the Canadian farmer. It is worth all other markets combined. It is the only market which the Canadian producer can call his own. Unfortunately political motives have led to the publication at times of articles referring rather harshly to the Canadian manufacturer. It is unfortunate that the primary producing class should be led to consider the manufacturer as an enemy in any sense whatever. This is not the way to build up our common country.

"Large quantities of foreign goods are imported into Western Canada. In proportion to population, our imports here are probably greater than in old Canada. We hope the visit of the manufacturers will enable them to greatly increase their trade here, to the exclusion of imported goods. Every dollar sent abroad for goods which we could profitably produce at home, means the curtailment of work for the brawn and muscle of Canada. It means the contraction of the market for the Canadian farmer. Western Canadians, who are mainly producers of food stuffs, are enormously interested in the expansion of the home market, and they should be the first to welcome every legitimate effort to increase that market."

Many other quotations might be made if space would allow, but the above will be sufficient to show the spirit of the Western press.

### PATENT LAW IN JAPAN

An interesting feature with regard to the Patent Laws of Japan has recently been brought to the knowledge of the Association. No matter how extensively a Trade Mark has been used in Japan, any person who applies first for the registration of that Trade Mark is allowed the exclusive use of it. Firms who have been selling their goods under a non-registered Trade Mark are liable at any moment to find that the said Trade Mark has been granted to another person or firm. It is of the utmost importance that Canadian manufacturers should be acquainted with this particular feature of the Japanese Patent and Trade Mark Law.

### COLONIAL PRODUCTS EXHIBITION

A Colonial Products Exhibition will be held in St. George's Hall, Liverpool, on Jan. 5th, 6th, 7th and 8th, 1904. The movement has the support of the Canadian Government, as well as of the principal business men of Great Britain. The President of the Exhibition is Sir Alfred Jones, who has always taken a deep interest in the advancement of the colonies. The object of the Exhibition is to impress on British merchants, traders and manufacturers the quality of Colonial products. Information respecting rates for space, charges for advertisements in catalogues or general regulations, will be supplied by Wm. B. Lewis & Co., Baltic Buildings, Redcross st., Liverpool.



# FOREIGN TRADE NEWS

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies—Australia**—A man of 45 years, with experience in Australian business matters, and highly recommended by a Canadian, at the present time in Australia, desires to represent Canadian firms as agent in dry goods, hardware, furniture or jewelry.

**Buenos Ayres**—An Anglo-Argentine, representing a number of important United States houses, would like to communicate with Canadian Manufacturers, with a view to introducing and handling their goods in the Republics of Argentine and Uruguay.

**Bombay, India.**—A correspondent who already represents important insurance companies in the above place, offers his services as a buying or selling agent, and desires communication with Canadian manufacturers.

**Calcutta, India.**—A Calcutta firm desires to get into touch with a few reliable Canadian houses importing Indian goods, and is also prepared to act as agents there for those requiring such representation.

**London, England.**—A London firm possessing warehouse accommodation is prepared to represent Canadian manufacturers of the following lines, in which it has a connection, viz., cotton and woollen goods, carpets, boots and shoes, leather goods, rubbers.

**St. Marys, Jamaica.**—A correspondent in the above place desires to act as buying agent for Canadian importers of Jamaica produce, such as pimento and its products, annatto seed, etc.

**Victoria, B.C.**—A firm, that has a representative working up trade in the Orient, is in a position to add a few more lines of goods to the articles already handled, and invites correspondence.

**Apples**—A firm of fruit merchants and brokers in **Manchester, England**, desires to purchase Canadian apples.

A firm of cider manufacturers in **Totnes, Devon, Eng.**, wishes to be placed in touch with a few reliable Canadian cider makers who can ship fair consignments.

A firm of cider manufacturers in **Whimple, Devon, England**, is open to receive quotations from Canadian makers who can supply absolutely pure apple juice well refined, in 50 gallon barrels.

**Bark-Cork**—A firm in **Algier, France**, doing a large business in cork-bark, desires to get in touch with Canadian buyers of the same.

**Bolts**—A London house with a large business in Sydney, Australia, desires to procure carriage and tire bolts for shipment direct to Australia through New York commission houses.

**Boots and Shoes**—A firm in **Gujrat, India**, asks for catalogues and information regarding the above, which they desire to purchase.

**Bread**—A London firm asks to be referred to Canadian manufacturers and exporters of cabin and crew bread.

**Doors, Mouldings, Etc.**—Enquiry has been made by a London firm for names of a number of small joinery mills in Canada, willing to enter into negotiations for the supply of doors, mouldings, etc.

**Dowels**—A London firm desires to make arrangements with Canadian shippers to secure a regular supply of maple dowels.

**Handles**—A firm in **Berwick-on-Tweed** are buyers of fork, spade and shovel handles. They are especially anxious to secure D or Box handles made of ash 32 ins. long, English pattern. The prices are asked for c. i. f. Leith and Liverpool.

A firm in **Tralee, Ireland**, who are buyers of ash fork and shovel handles, send specifications of several different kinds and ask for these with quotations delivered at Liverpool or Tralee.

**Handles, Shovel**—A firm in **Warrington, Eng.**, writes for Ash D. shovel handles. This enquiry has been published before. The firm now writes, being unable to get the handles finished, that they would be glad to receive quotations for Ash D. blanks or Ash boards, so that they could make the handles themselves.

**Peas (split)**—A wholesale provision merchant in **Sunderland, North of England**, makes enquiry respecting regular supplies of split peas from Canada.

**Phosphates**—A correspondent in **Drumcubra, Dublin**, writes an interesting letter with regard to Phosphates and Chemical Manure. He states that 95 per cent. of the consumption at the present time comes from the United States through brokers in London. The value of the importation into the United Kingdom last year was about \$2,000,000. The correspondent states that he is in a position to do business in this class of goods.

**Plumbago**—A Glasgow house, doing a large business in Plumbago, invites samples and quotations from Canadian producers who can ship regular supplies.

**Stationery**—A firm in **Gujrat, India**, asks for catalogues and information regarding the above, which they desire to purchase.

**Veneer**—A Liverpool firm, having a steady and considerable outlet for Veneer, would like to arrange with some Canadian manufacturer who has proper facilities for shipping regular supplies.

**Watches and Clocks**—A firm in **Gujrat, India**, asks for catalogues and information regarding the above, which they desire to purchase.

## SEEKING EMPLOYMENT

The Association has been able to find employment for a large number of British emigrants. It is an easy task when the person enquiring has a trade and knows just what he wishes to do. Some enquiries, however, are hard to deal with. Below we give the contents of three letters on file at the present time.

**Annalong, County Down, Ireland.** A single man, 28 years of age at present employed as a book-keeper and cashier and also in touch with the management of the business in a London factory desires to secure a position in Canada. He sends recommendations from a former employer showing that he has served his apprenticeship to the weaving and manufacturing of Damask Linen.

**Worcester, England.** This enquirer has worked all his life at manufacturing nails and kindred articles produced by automatic machinery, and has also a general experience as an engineer. He is at the present time Works Manager and Superintendent of a plant running 250 machines and desires a position in Canada as manager or foreman.

**Glasgow, Scotland.** A young man who is an experienced designer in textiles, in carpets, woollen and cotton goods, desires to secure a similar position in some Canadian factory.

**Douglas, Isle of Man.** An Englishman, 38 years of age, unmarried, who has served his apprenticeship as a jobbing jeweler and has had 15 years' experience behind the counter, desires to secure employment in Canada as a jeweler's salesman or manager. If such a position is not available he would be glad to start in any similar work.



## TRADE IN THE ORIENT

Mr. Stuart S. Harvey, (formerly of Hamilton Ont) who has, for many years, been a resident of the Orient and Philippine Islands, is on his way to the East again after having spent several months in Canada. Mr. Harvey represents a number of the most important firms on the American Continent, and is successfully handling their business in the East.

He has excellent connections with a number of the best houses in the following cities, — Singapore, Manila, Hong Kong, Shanghai, Nagasaki and Kobe.

Particulars may be secured from the Secretary of the Association by any of the members who are interested in Eastern trade.

**CANADA HORSE NAIL CO.**  
BEST SWEDISH STEEL  
TRADE MARK  
POINTED AND FINISHED  
**C**  
HORSE NAILS  
**MONTREAL**

**W**E are the original and largest manufacturers of Horse Shoe Nails in Canada. Our business was established in 1865.

ALL Nails made by us are hot forged from Swedish Charcoal Steel Nail Rods of a special quality and is the best material known or used in the world for this purpose.

We make four patterns :

Oval, Short Oval, Countersunk, and Short Countersunk in various lengths.

**T**HEY will drive easily into the hardest hoofs, and will withstand the most severe usage on all kinds of roads. As they are the best, they will be found the most economical. Every box of Nails is warranted perfect and will outlast any lower priced brands.

IN ordering please specify particularly for our "C brand." Refuse all others said to be "just as good."

Price Lists and Samples on application.

## LETTER FROM HARRISON WATSON

**T**HE Montreal Branch is in receipt of a letter from Mr. Harrison Watson, Canadian Curator of the Imperial Institute, London, England. Mr. Watson is enthusiastic about the development of trade between Canada and Great Britain, and is hopeful of an increase in the export of manufactured goods from the Montreal district to England. He offers to do all in his power to bring the business men of the two countries into touch.

His letter was placed before the last meeting of the Executive Committee of the Montreal Branch, and it was decided to notify the members of Mr. Watson's kindness through the columns of INDUSTRIAL CANADA.

## BARBADOS

The commerce of the island of Barbados for the year 1902 is lower than for some years back, owing to the smallpox quarantine. The total trade in 1902 was £1,420,143. For 1900 it was £1,964,262. Canada's share, however, shows up to advantage. In 1900 the island purchased 7.4 per cent. of its imports from us, while our share last year, £81,186, was 9.2 per cent. Of the island's exports in 1900 Canada took 16 per cent. ; in 1902 she took £122,273, or 20.6 per cent. The Comptroller of Customs of the Island has very kindly forwarded the Blue Book for 1902 to the Association, and any information desired by the readers of INDUSTRIAL CANADA will be gladly furnished.

Mr. E. L. Rosenthal, late of the Strathcona Rubber Co., is the manager of a new waterproof clothing factory being opened on Notre Dame street, Montreal, by R. Frankenberg, of Manchester, England. W. H. Smythe, Montreal, is the selling agent.

## For Home and Export Trade.

**ORGANS :: ::  
STOOLS  
MUSIC CABINETS  
OFFICE DESKS  
CLOSET SEATS**

HIGH AND LOW TANKS



HOME OFFICE

**The Goderich Organ Co.**  
GODERICH, ONTARIO



**A Corner of the exhibit made by the OFFICE SPECIALTY MFG. CO., Limited, at Toronto Exhibition. The cut shows various office filing systems, and was selected to receive one of the few silver medals awarded. The Head Office of the Company is in Toronto. Western Canada business is looked after from the Winnipeg warehouse.**



## Montreal Steel Works, Ltd.

—SUCCESSORS TO—

The Canada Switch Spring Company, Ltd.

—MANUFACTURERS OF—

## STEEL CASTINGS

(OPEN HEARTH SYSTEM)

SPRINGS, FROGS,  
SWITCHES, SIGNALS

FOR STEAM AND ELECTRIC RAILWAYS

Canal Bank, - Point St. Charles, - Montreal

## REDUCE . . . SALARY LIST

OUR PATENT TRUCKS WILL DO IT

They also save time, which means **MORE MONEY**

Write for Circulars

**H. C. SLINGSBY FOR CANADA,**

FACTORIES—Montreal  
Bradford, Eng.  
New York, N.Y.

Temple Building,  
MONTREAL  
N.Y. OFFICE—  
253 Broadway

**BEST QUALITY**

## COAL AND WOOD

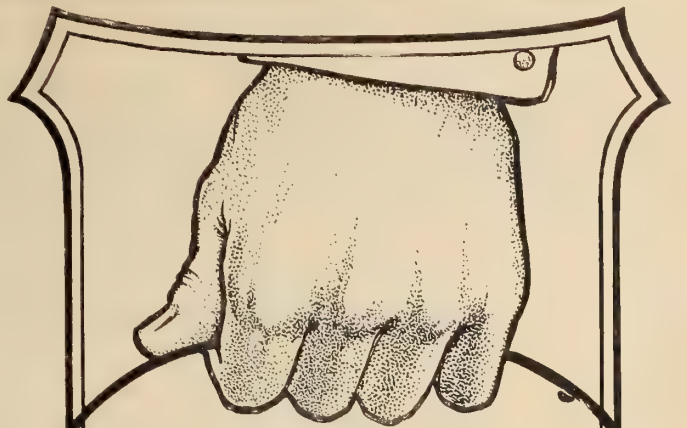
AT LOWEST PRICES

List of Offices:



**3 King East**  
413 Yonge St.  
793 Yonge St.  
578 Queen St. West  
415 Spadina Ave.  
306 Queen St. East  
1352 Queen St. West  
204 Wellesley St.  
Bathurst St.  
Opposite Front St.  
Esplanade East  
Near Berkeley St.  
Esplanade East  
Foot of Church St.  
369 Pape Ave.  
At G.T.R. Crossing  
1131 Yonge St.  
At C.P.R. Crossing  
256 to 286 Lansdowne  
Ave., Near Dundas  
St

The **ELIAS ROGERS Co.** Limited



**THE SHERWIN-WILLIAMS Co.**  
IN CANADA

THE rapid growth of The Sherwin-Williams Co., in Canada proves what good goods, right methods, and good, persistent advertising will do.

Beginning small, we quickly forged ahead; today, we're the largest paint and varnish makers, not only in Canada, but in the world.

We intend to keep on growing, and want hustling dealers, everywhere, to help us push the sale of our goods, and grow with us.

The Sherwin-Williams Agency is the best business proposition for any merchant, anywhere. It means largest and most profitable paint and varnish sales. It means advertising and personal helps that will bring increased business to every department of your store.

### GET OUR PROPOSITION

If we are not already represented in your town, we'd like to have you act as our agent there. Write today for booklet B-13, it tells all about our proposition.



**THE SHERWIN-WILLIAMS Co.**  
PAINT AND VARNISH MAKERS.

CLEVELAND, NEW YORK, SAN FRANCISCO, MONTREAL,  
CHICAGO, NEWARK, LOS ANGELES, TORONTO,  
KANSAS CITY, BOSTON, SAN DIEGO, WINNIPEG,  
MINNEAPOLIS, LONDON, ENG.

#### CANADIAN DIVISION

HEADQUARTERS &  
PAINT FACTORY  
21 St. Antoine Street, Montreal.

TORONTO DEPOT  
86 York Street.

VARNISH FACTORY  
St. Patrick Street, Montreal.

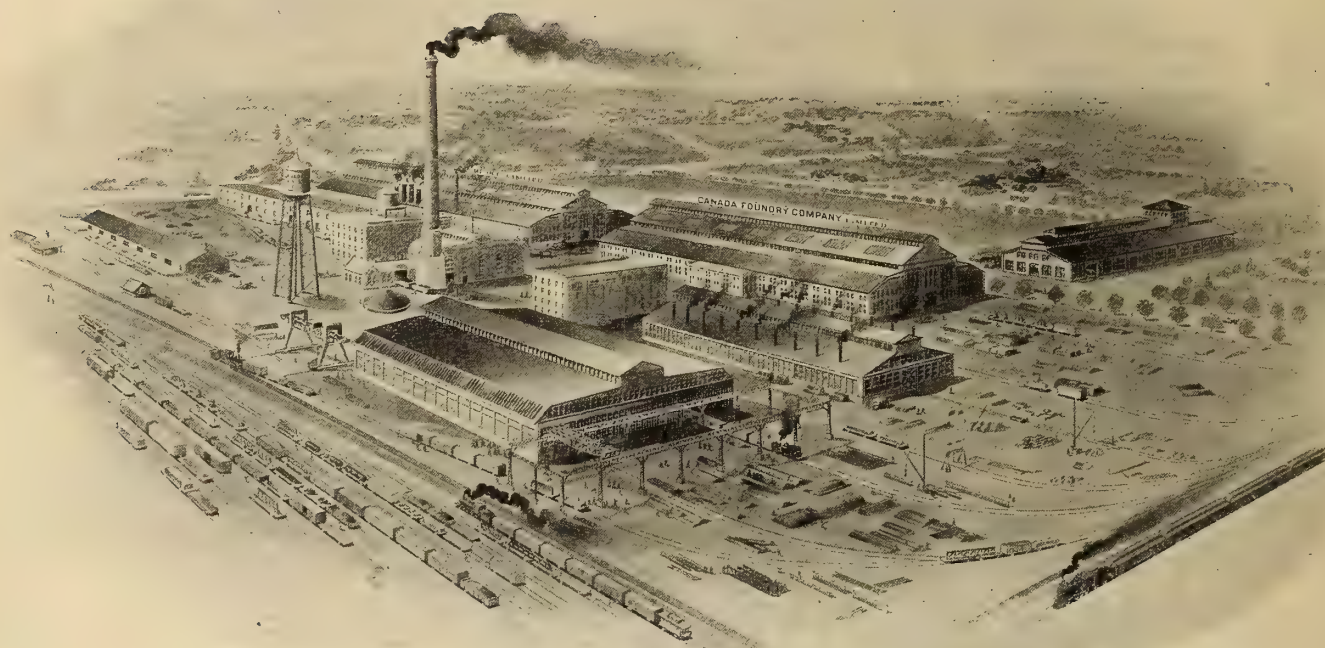
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147 Banatyne St., East.



# CANADA FOUNDRY COMPANY

LIMITED

Head Office, 14 King Street East, TORONTO



BIRD'S EYE VIEW OF WORKS, TORONTO

We have recently purchased the Plant of THE NORTHEY COMPANY, LIMITED, and have removed it to one of the buildings in the above view, where we will continue the manufacture of the Northey Pump Duplex, Horizontal, Centrifugal and Artesian well pumps and Gasolene Engines.

We also manufacture Locomotives, Boilers, Engines, Railway and Highway Bridges, Structural Steel Work

Architectural and Decorative Ironwork of every description, Wrought Iron Fences, Valves, Hydrants, Cast Iron Gas and Water Pipe, &c.

District Offices:

MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, VICTORIA, ROSSLAND





## EMPIRE SHINGLES

[Made of Tinned Steel.  
Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

**METALLIC ROOFING CO.**  
WHOLESALE MANFRS. LIMITED  
TORONTO, CANADA.



For either new or old Buildings

OUR

## Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

**METALLIC ROOFING CO., LIMITED**  
Wholesale Mfrs.  
TORONTO, CANADA.



## Eastlake

Steel Shingles

either Galvanized or Painted

**Are Always Reliable**

They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

**Metallic Roofing Co., Limited,**  
WHOLESALE MFRS., TORONTO, CANADA.

**90 %** of the Grain Elevators in Manitoba and the Territories are protected from Fire, Lightning and the Weather by

## OUR STEEL SHINGLES AND SIDING

**THOS. BLACK,**

**Selling Agent,**

**Winnipeg, Man.**

**E. D. ADAMS,**

"

**Halifax, N.S.**

**H. McLAREN & Co.**

"

**Montreal, Que.**

**W. A. MACLAUCHLAN**

"

**St. John, N.B.**



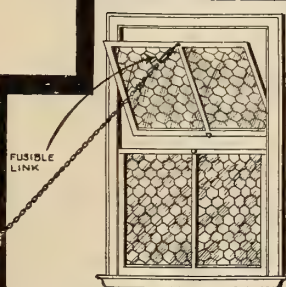
## CROSSES AND FINIALS

We make a most extensive variety of these ornamental lines—adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs—they are both reliable and economical.

A full set of illustrations shown in our catalogue.

**THE METALLIC ROOFING CO.,**  
WHOLESALE MANFRS. LIMITED,  
TORONTO, CANADA



## FIRE-PROOF GLASS WINDOWS.

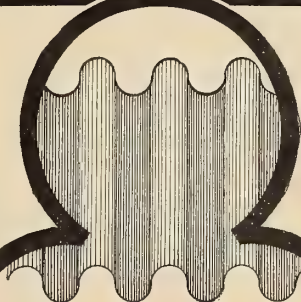
They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

**METALLIC ROOFING CO.,**  
Wholesale Mfrs. LIMITED,  
TORONTO, CANADA.



## Corrugated Iron

*For Sidings, Roofings,  
Ceilings, Etc.*

Absolutely free from defects—made from very finest sheets.

Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.

Any desired size or gauge—galvanized or painted—straight or curved. Send us your specifications.

**The Metallic Roofing Co.**  
WHOLESALE MANFRS. LIMITED  
TORONTO, CANADA.



# Tuckett's T. & B. Myrtle Navy

## 10c. Plug

 FOR SALE EVERYWHERE

# Tuckett's Marguerite Cigars

SALES EXCEED A MILLION A MONTH

Look for  
Manana  
the Spaniard  
on the Box

# Grandas Manana

## Cigars

These are the  
only genuine  
Grandas  
Mananas

### Are Made in Canada

**AND ARE MADE IN THE LARGEST EXCLUSIVELY HAVANA CIGAR  
FACTORY IN THE BRITISH EMPIRE**

The following Extract is from a recent issue of the "Montreal Gazette"

At a meeting of the Granda Hermanos Y Ca, Manufacturers of the celebrated "Grandas Manana" Cigars, held last evening at the Windsor Hotel, the following officers were elected:

N. Michaels, President; Morris Michaels, Vice-President, and Max Boronow, Secretary-Treasurer.

The report of the business for the first quarter of the fourth year of the existence of this Company is more than satisfactory. The sales of these three months show an increase over the first six months of the previous year, or in other words an increase of over 100 per cent. This is a very gratifying report to make of goods made in Canada. What seemed to please the Directors more than anything else was the statement made by Mr. N. Michaels that the special train carrying the members of the Manufacturers' Association to the Coast was equipped with the highest grades of "Grandas Manana" Cigars.

. . . MANUFACTURED BY . . .

**GRANDA HERMANOS Y CA,  
MONTREAL, QUE.**



# **“Business is War”**

---

Many merchants in small places off the regular line of travel never see a “Slater Shoe” traveller and therefore have no opportunity to buy “Slater Shoes” at wholesale.

Yet there are many dealers in these same towns who would sell “Slater Shoes” if they could get them.

For these dealers we have organized a “Jobbing” department in which we will carry a stock of the best selling lines of “Slater Shoes,” as fully illustrated and described in our trade catalogue. (Send for one.)

By this plan, the merchant who secures the Agency can have his sorting requirements filled promptly and in any quantities desired.

For further information, send for circular “Business is War.”

---

## **The Slater Shoe Co.**

**MONTREAL, P.Q.**



## "Everything for the Tinshop"

We are the only manufacturers on the American continent who can supply everything that is required to stock a Tinshop.

Our industries include immense tin and enamel ware factories as well as the largest stove foundries in Canada.

All other manufacturers confine their output to one only of these lines.

In addition to the goods made in our factories we handle all other lines required in the tinware business such as refrigerators, ice cream freezers, etc., etc.

By consolidating his account with us a customer can order in car load lots, and by doing so, effect quite a saving in freight, as well as securing many other advantages which one line manufacturers cannot afford to give.

### The McClary Mfg. Co.

London, - Canada

Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

## CANADA TO SOUTH AFRICA

JOINT DIRECT SERVICE BY

**THE ELDER DEMPSTER AND FURNESS LINES**

Under contract with the Canadian Government.

### MONTHLY SAILINGS

**From MONTREAL & QUEBEC in summer**

AND

**From ST. JOHN & HALIFAX in winter**

—TO—

**CAPETOWN, PORT ELIZABETH,  
EAST LONDON or DURBAN**

Calling at other ports if sufficient cargo offers.

The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also Cold Storage Accommodation for the carriage of perishable freight.

For particulars of steamers and dates of sailings, see daily papers, and for all other information, rates of freight, etc., apply to

ELDER DEMPSTER & CO.,

Or to FURNESS, WITHEY & CO., Limited,  
MONTREAL.

# VICTORIA and VANCOUVER B.C.

## "The Colonist Covers the Field"

"Mr. Sarel, of the B. C. Book Store, recently advertised in the Colonist, News-Advertiser, Vancouver, and an afternoon Vancouver paper in connection with the purchasing of a ranch. It has been ascertained by the Colonist correspondent that the replies through the Colonist advertisement were nine in number and more numerous than the other two papers combined." Extract from a letter received from Vancouver correspondent of the Colonist.

To reach ALL CLASSES on the Canadian Pacific Coast use the columns of

# THE COLONIST, VICTORIA, B.C.

Established 1858.



# *The Canadian Rubber Company of Montreal*

---

MANUFACTURERS OF HIGH GRADE

Belting, Hose, Packing,  
Carriage Cloth, Springs,  
Rollers, etc., etc.,

RUBBER BOOTS AND SHOES

SOLE AGENTS IN CANADA FOR THE  
CELEBRATED WAX AND GUM TREATED  
COTTON FIRE HOSE, RUBBER LINED  
"UNIQUE," KEYSTONE," "PATROL," ETC.

---

*Head Office and Factories: Papineau Square, Montreal.*

BRANCHES : TORONTO, WINNIPEG, VANCOUVER.



## Ratcliffe's Advertising Agency

ESTABLISHED  
1849

1 Lombard Court, Lombard Street, LONDON, E.C.

SOLE ADVERTISEMENT CONTRACTORS FOR:—

"THE CHAMBER OF COMMERCE JOURNAL,"  
The Official Organ of the London Chamber of Commerce.

Advertisements inserted in all British newspapers and magazines.  
For cost or particulars apply to

**RATCLIFFE ADVERTISING AGENCY,**

**1 Lombard Court, Lombard St., - LONDON, E.C.**

## MICA COVERING

IS A CANADIAN INVENTION

MANUFACTURED IN MONTREAL AND  
SHIPPED TO ALL PARTS OF THE WORLD.

It is the HIGHEST NON-CONDUCTOR made, for covering  
steam, hot and cold water pipes, marine, locomotive, stationary  
and kitchen boilers, brine and ammonia pipes.

The first cost of covering your steam pipes with MICA COVER is  
refunded you in a very short time by the enormous saving in  
fuel. Send for catalogue and prices to the . . .

**MICA BOILER COVERING CO., LIMITED**

86-92 Ann Street,

**MONTREAL, CANADA**

Dealers in Engineers' and Mill Supplies. Contractors to the  
British and French Admiralties and War Office.

## THE TRADERS BANK OF CANADA

Incorporated by Act of Parliament 1885.

|                    |           |             |
|--------------------|-----------|-------------|
| CAPITAL FULLY PAID | - - - - - | \$1,500,000 |
| RESERVE FUND       | - - - - - | \$450,000   |

Head Office, - - - TORONTO

### Board of Directors :

C. D. WARREN, Esq., President  
HON. J. R. STRATTON, Vice-President  
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J. A. M. ALLEY, - Inspector

### BRANCHES :

|              |                  |                |
|--------------|------------------|----------------|
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| Aylmer       | Leamington       | Stoney Creek   |
| Beeton       | Newcastle        | Stratford      |
| Bridgeburg   | North Bay        | Strathroy      |
| Burlington   | Orillia          | St. Mary's     |
| Drayton      | Otterville       | Sturgeon Falls |
| Dutton       | Owen Sound       | Sudbury        |
| Elmira       | Port Hope        | Thamesford     |
| Glencoe      | Prescott         | Tilsonburg     |
| Grand Valley | Ridgetown        | Tottenham      |
| Guelph       | Rodney, Ont.     | Windsor        |
| Hamilton     | Sarnia           | Winona         |
| Ingersoll    | Sault Ste. Marie | Woodstock      |

GREAT BRITAIN—The National Bank of Scotland.

NEW YORK AGENTS—The American Exchange National Bank.

MONTREAL—The Quebec Bank.

# The Sovereign Bank of Canada

**Capital, \$1,300,000.00**

**Reserve Fund, \$325,000.00**

### BRANCHES

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Clinton  
Credition  
Exeter  
Harrow  
Havelock

Markham  
Marmora  
Milverton  
Montreal  
" West End  
Mount Albert

Newmarket  
Ottawa  
Perth  
St. Catharines  
Stirling  
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Sutton, P.Q.  
Toronto  
Unionville  
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Zurich

The Sovereign Bank of Canada is in a position to handle banking business of every description in accordance with modern ideas.

Deposits received. Interest on sums of \$1.00 and upwards paid half-yearly in the Savings Department.

Commercial Letters of Credit issued.

Sterling, Foreign and American Exchange bought and sold.

Accounts of Manufacturers and Merchants solicited. Especial facilities for collections.

Prompt attention given to orders. No trouble, "red tape" or delay.

**D. M. Stewart,**

*General Manager.*



# Safford Radiators

**MADE IN CANADA**

Each one is guaranteed by the largest radiator manufacturers under the British flag—guaranteed to stand a pressure of 140 pounds to the square inch, almost double the pressure that any other radiator pretends to bear.



## Guaranteed Absolutely Non=Leakable

There are no bolts, rods or packing used in their construction. Our own patent screw-threaded nipple connection—the best thing for safety that was ever invented—positively prevents leakage.



Safford Radiators are built in all designs for windows, curves, angles, and to go round columns. Send for illustrated catalogue. It will tell you all about them.

## The Dominion Radiator Co., Limited

**Head Office: Dufferin Street, TORONTO, ONT.**

Branches :—

Montreal

Québec

St. John, N.B.

Winnipeg

Vancouver



*We desire to bring our goods more prominently to the notice of the people of the Great West of Canada, and to thank them for the great favor they are meeting with. Our sales there have more than doubled in 1903.*

# == COWAN'S ==

**Perfection Cocoa**

**Royal Navy Chocolate**

**Chocolate Cream Bars**

**Chocolate Wafers**

**Cake Icings, &c.,** ARE ABSOLUTELY  
PURE GOODS.

**THE COWAN CO., LIMITED, TORONTO**

**THE CANADA PAINT COMPANY'S VARNISHES**

**THE CANADA PAINT COMPANY'S COLORS**

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**THE CANADA PAINT COMPANY'S GRAPHITE**

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**MADE IN CANADA**



**THE CANADA PAINT COMPANY LIMITED**

**MONTREAL  
TORONTO CANADA**

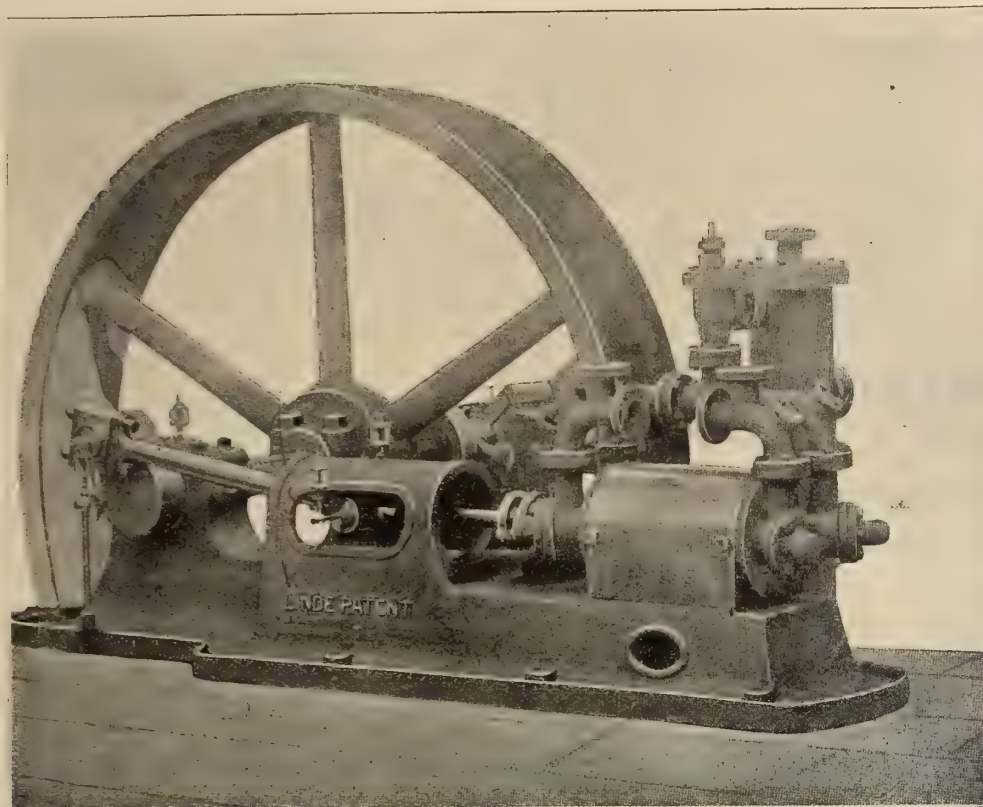


# Linde British Refrigeration Co.

OF CANADA

301 St. James Street, MONTREAL

Manufacturers  
of  
Refrigerating  
and  
Ice  
Machines.



Manufacturers  
of  
Linde  
Patent  
Air  
Cooling  
System.

## Refrigerating Machinery

FOR

Packing Houses, Cold Stores,  
Creameries, &c.

Guaranteed—Dry Rooms, Quicker Chilling and Less Shrinkage.

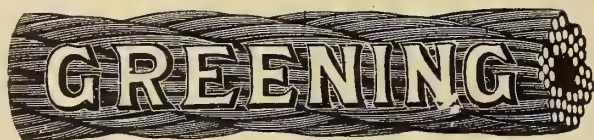
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Linde British Refrigeration Co., Ltd.

301 St. James Street,  
MONTREAL



# WIRE ROPE



All kinds and sizes, and for all purposes.  
Standard and Lang's Patent Lay.

PRICES RIGHT  
PROMPT SHIPMENTS

**The B. GREENING WIRE CO.**  
LIMITED  
HAMILTON, ONT. MONTREAL, QUE.

# COLLINGWOOD PLANING MILLS

**Wilson Bros.**

Wholesale and Retail Manufacturers of all  
kinds of

**DOORS, SASH, FRAMES.**

Interior Finish and Building Supplies, Verandah  
Posts, Newel Posts, Balusters, Stairs ready to  
set up.

**KILN DRIED MAPLE FLOORING.**

No order too large and none too small. If  
you want anything in this line, don't fail to  
write us.

**WILSON BROS.**  
COLLINGWOOD, Ont.

**CANADIAN  
OFFICE & SCHOOL  
FURNITURE  
CO. LIMITED  
PRESTON, ONT**

**OFFICE,  
SCHOOL,  
CHURCH,  
& LODGE  
FURNITURE**

FINE BANK, OFFICE, COURT HOUSE AND  
DRUG STORE FITTINGS A SPECIALTY

**SEND FOR CATALOGUE**

## H. Lamontagne & Co., Limited

WHOLESALE MANUFACTURERS OF

**HARNESS, TRUNKS & BAGS, MILITARY  
AND STOCK SADDLES, LEGGINGS**

Leather, Saddlery Hardware & Shoe Findings.



Sample Rooms in Toronto, Winnipeg, Brandon and Vancouver

Factories and Warehouse

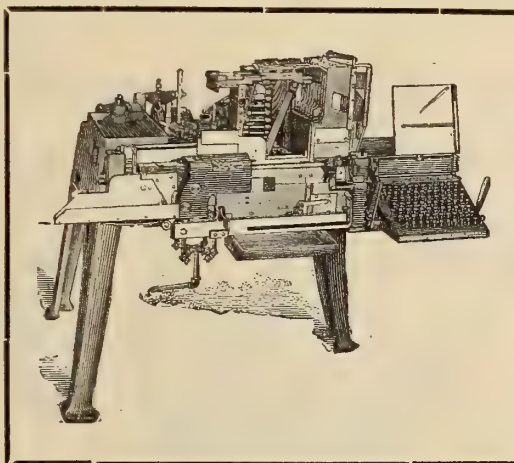
**Balmoral Block, 1902 Notre Dame St., MONTREAL**





**T**HE Monoline has received numerous medals and awards in this country and in Europe, including the highest award of the Paris Exposition—**LE GRAND PRIX**—the greatest prize given in the civilized world for mechanical excellence.

**BEST  
AND CHEAPEST**



**NOT FOR USE  
IN THE  
UNITED STATES**

Successfully used throughout Canada, in Australasia, South Africa, Mexico, Cuba, and on the Continent of Europe.

**WE GUARANTEE** the Monoline to be the best and cheapest line casting machine for composing type in the world. Catalogues and terms on application.

... **MANUFACTURED BY** ...

**The CANADIAN COMPOSING CO., Limited**

**587-607 Beaudry St.**

**MONTREAL, CANADA**



# The Way to Sell Goods In the British West Indies

**T**HE way to sell goods in the British West Indies is to send out a competent traveller and keep him calling and calling upon the people until he succeeds in establishing a good connection. Canadian houses who have done so are now getting a profitable trade. They have gone about the work intelligently and as a result have done well. BERMUDA, ST. KITTS, ANTIGUA, DOMINICA, MONTSEERRAT, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TOBAGO, TRINIDAD, and DEMERARA are the places a travelling man can reach by one of our first-class passenger boats at a cost of \$130 for berth and meals, less 25% special discount.

The voyage occupies 42 days and is pleasantest during the winter months. Steamer stays from 10 hours to 2 days at each port. A man ought to be able to sell goods in that time.

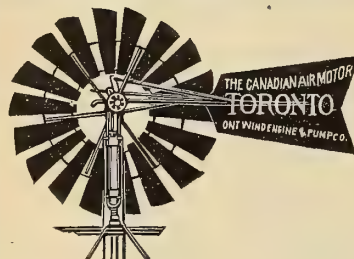
ENQUIRE OF

**PICKFORD & BLACK,**  
HALIFAX.

**SCHOFIELD & CO., Ltd.,**  
ST. JOHN.

**ROBERT REFORD CO., Ltd.,**  
MONTREAL.

**R. M. MELVILLE,**  
TORONTO.

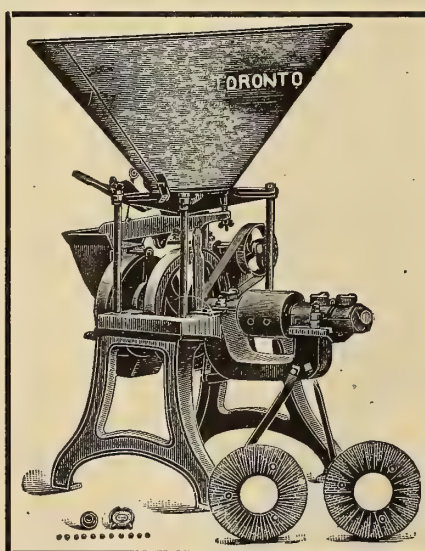


This is the . . . . .  
**CANADIAN AIRMOTOR,**  
not the Cheapest, but the Best.

Will do more hard work  
in one year  
than any other machine.

Pumps, Grinds,  
Runs { Straw-cutter, Pulper,  
Grindstone, Churn, &c.

## MONEY IN THESE GOODS FOR FARMERS



BE YOUR OWN MILLER. If you want a first-class machine get the "Toronto" Grinder

This little article shown below  
is a "GEM TRUCK AND BAG  
HOLDER" combined.

Saves . . .  
Work,  
Worry  
and  
Waste.



**ONTARIO WIND ENGINE & PUMP CO. LTD., TORONTO, ONT.**

Manitoba Agents—Manitoba Pump Co., Brandon.

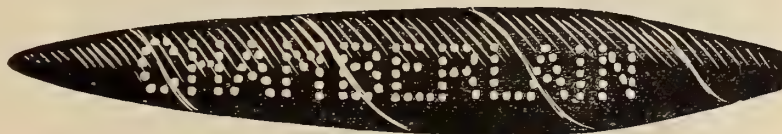


Up  
to  
date  
man



Up  
to  
date  
man

# Up-to-date Cigar



You'll enjoy every bit of it

Made in Montreal, Canada, by

**J. M. FORTIER, Limited**



# CARRIAGES, ROAD CARTS



# AND SLEIGHS

We can give the "Maritime" trade better service than any other manufacturer. The advantage of being able to freight a couple of our rigs about as low as the proportionate cost in a car from other provinces is two-fold.

**First.**—Our ability to supply anything you may not have in stock at short notice, or meet some little change desired, without much, if any extra expense.

**Second.**—By not requiring the heavy stock necessary where you have to buy carloads, you save interest in carrying it, avoid a great deal of risk of fire, and have more chance to fill in styles you see are running.

You don't have to spend time in trying to convince your trade that both our goods and we ourselves can be relied on—they are **the Standard**. Some others you have to waste a lot of time over, and it all counts.

## The Nova Scotia Carriage Company, Limited,

KENTVILLE, N.S.

# HIGH GRADE RUBBER GOODS

(MADE IN CANADA)

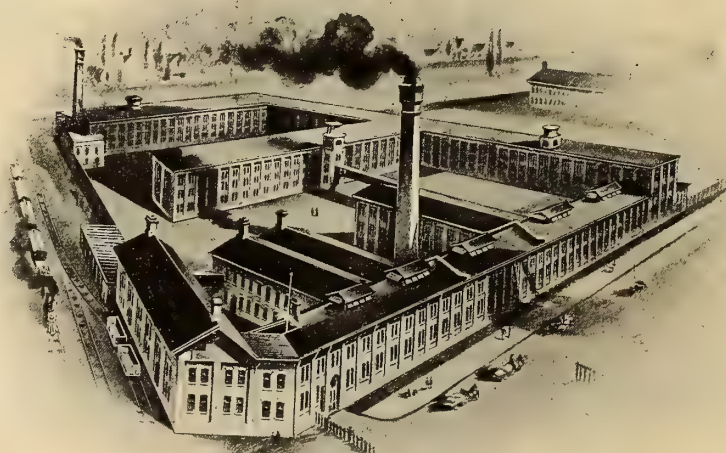
**BELTING  
PACKINGS  
VALVES  
VALVE SHEET  
TUBING  
and  
GASKETS**

## RUBBER HOSE

—FOR—

**WATER  
SUCTION  
STEAM  
AIR  
Fire Protection  
ACIDS  
BREWERS'  
Pneumatic Tools**

SUPERIOR  
.. IN ..  
QUALITY



SATISFACTORY  
.. IN ..  
SERVICE



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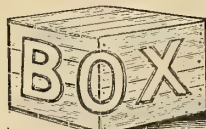
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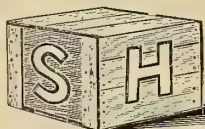
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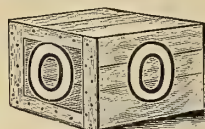
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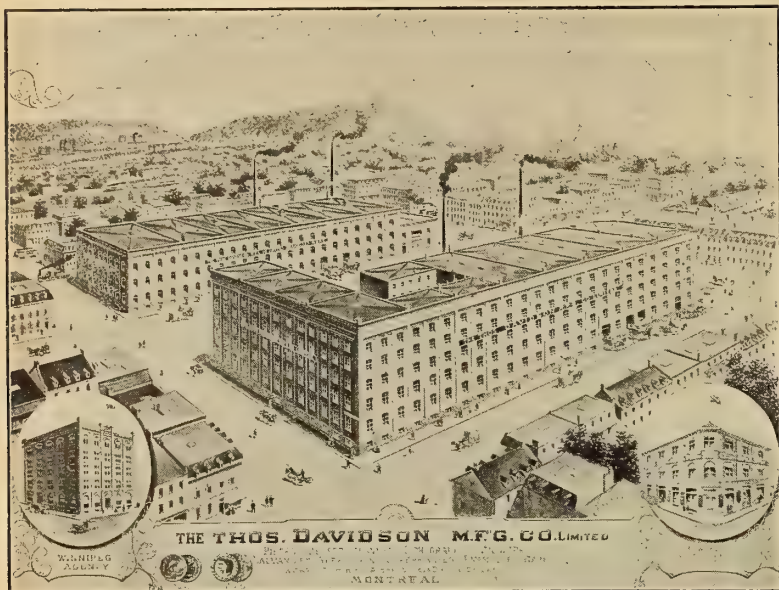
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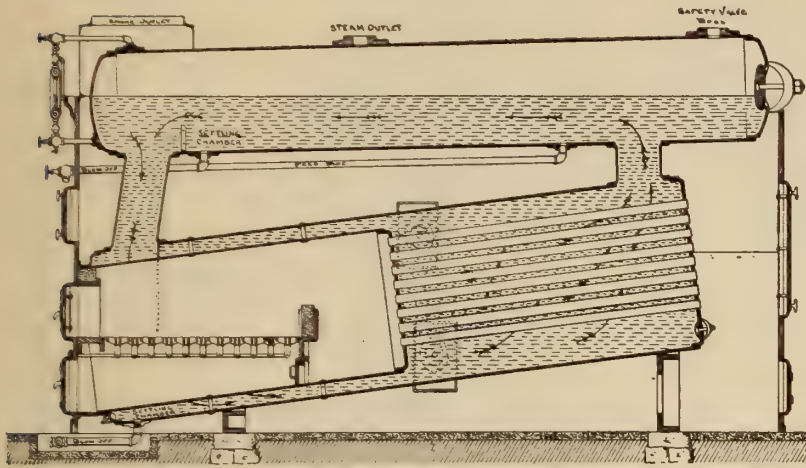
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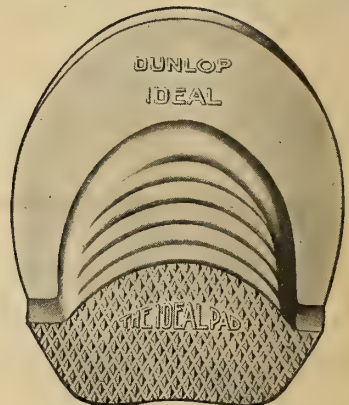
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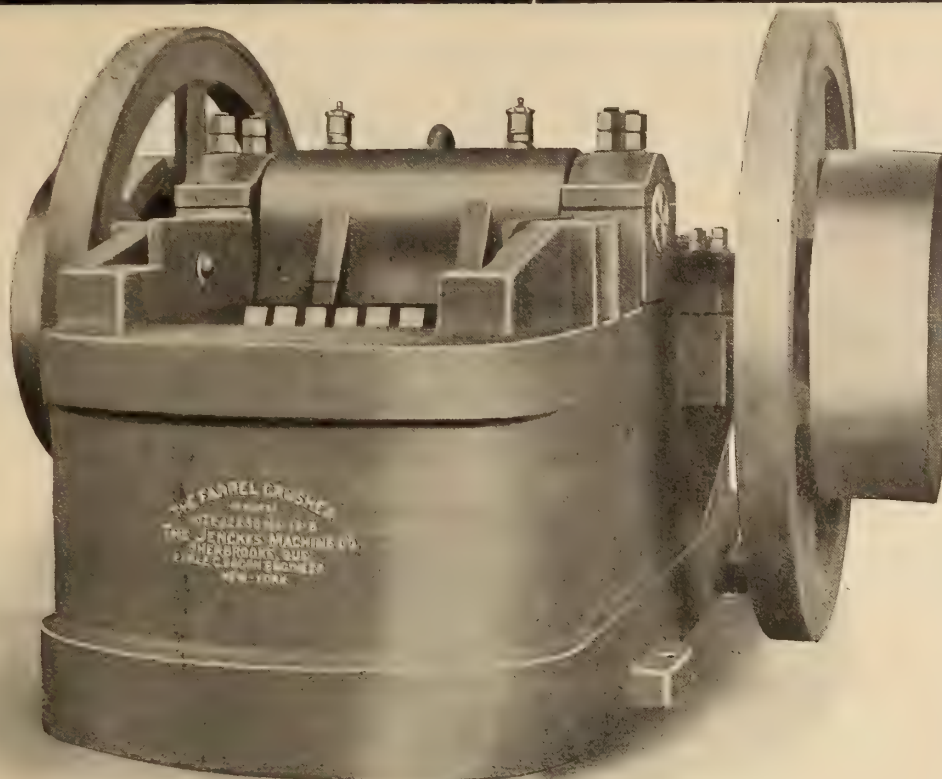
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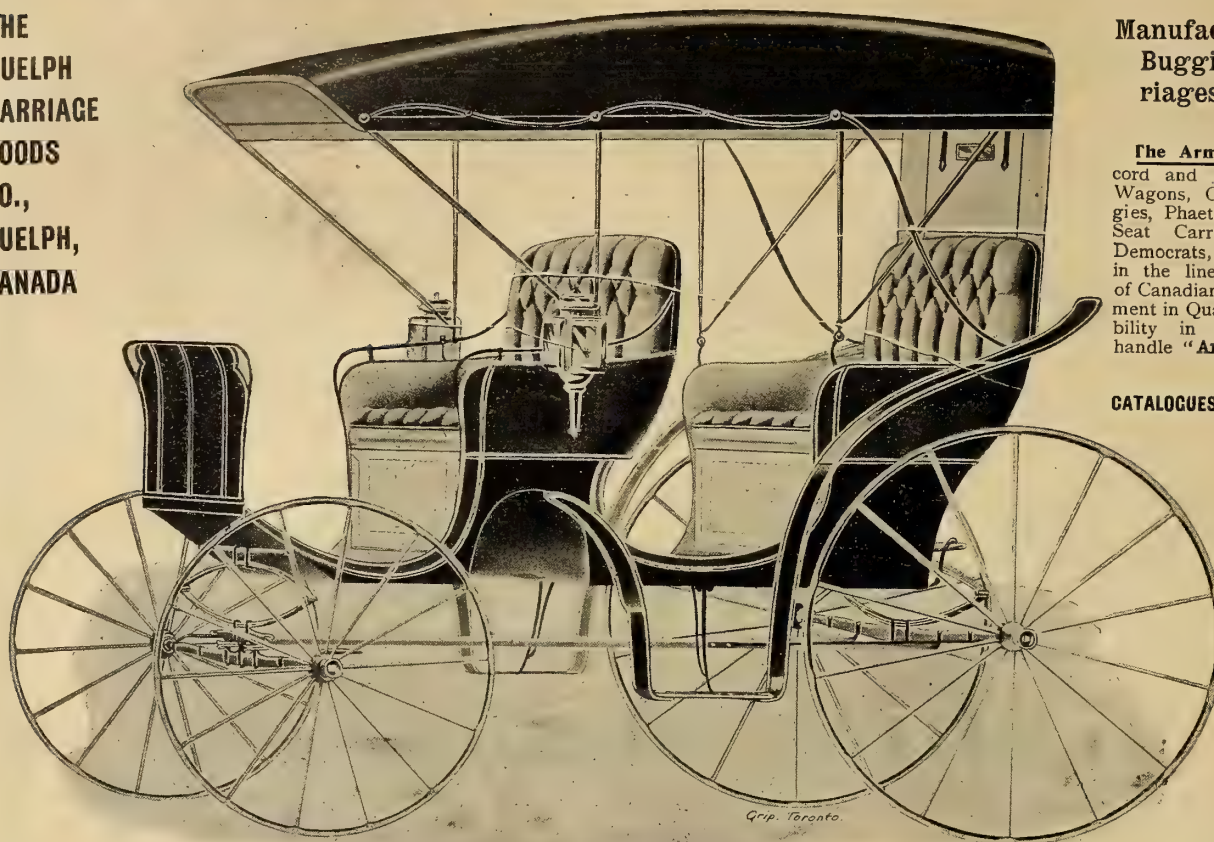
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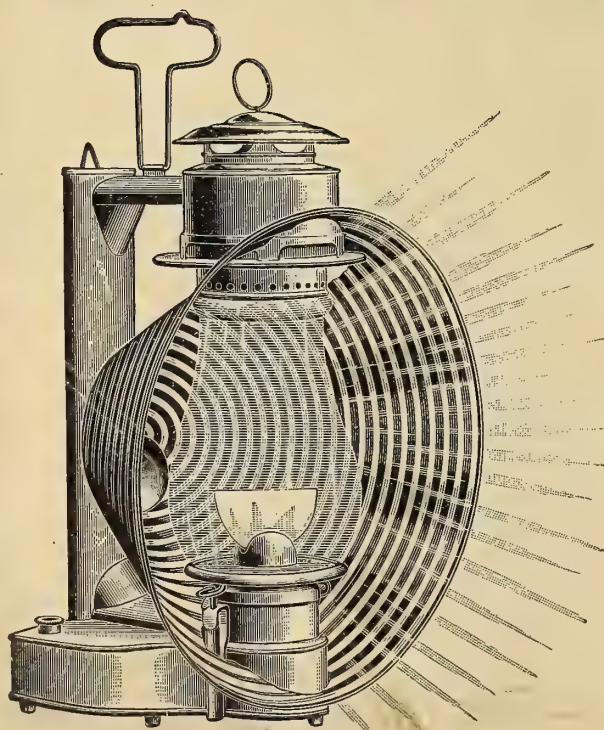
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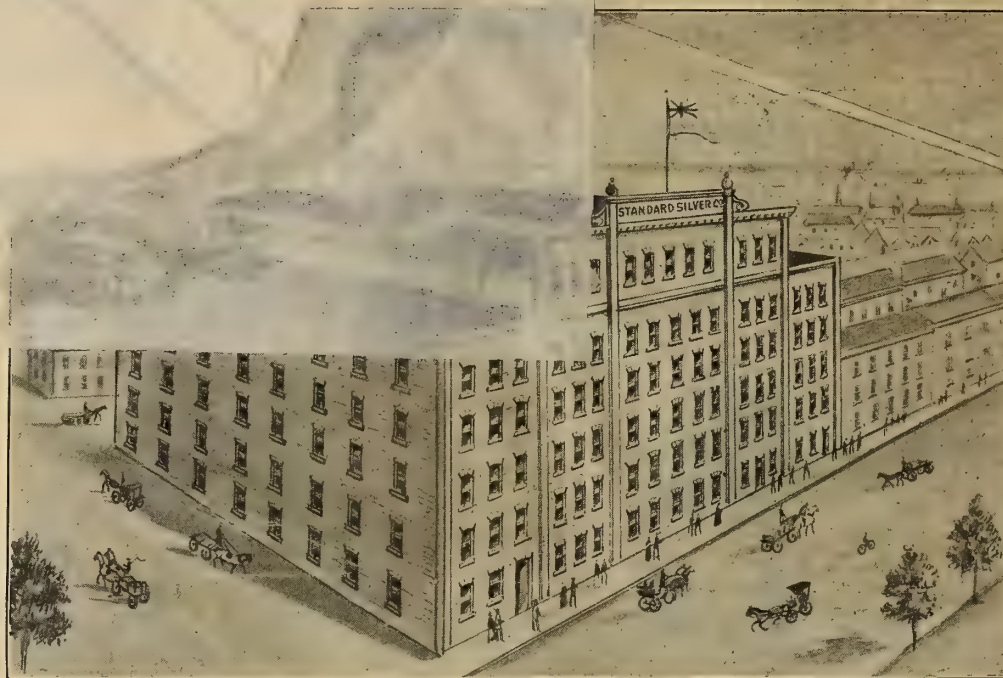
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Neither free trade nor protection
will prevent commercial depres-
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President Drummond's Tariff State-
ment

Mr Chamberlain favors a Tariff
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The New Department

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"Pacific Excursion" Business Dinner

Grievances of Woollen Trade

Labor Column

Correspondence

Industrial Activities

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MADE IN CANADA

Issued by
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Vol. IV.

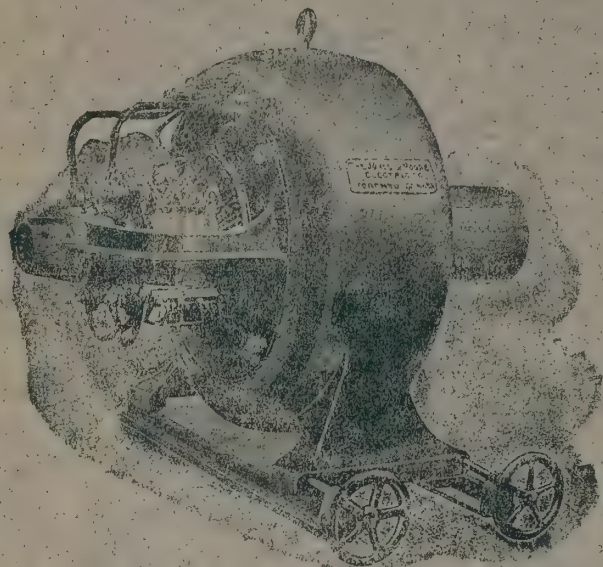
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No. 5

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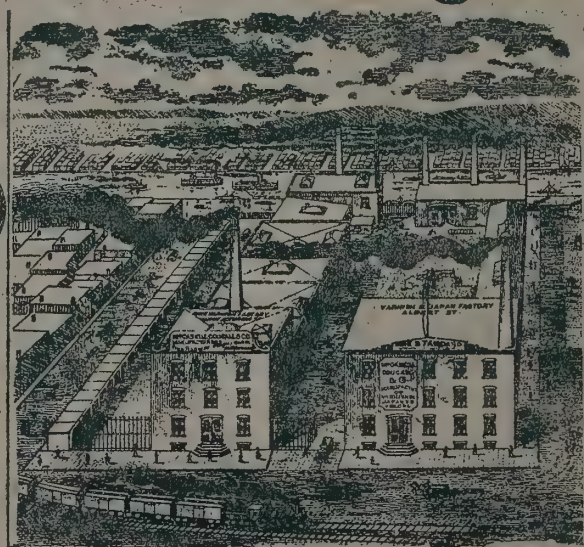
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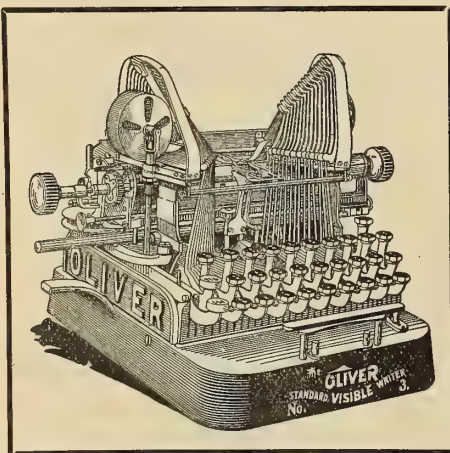
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Vol. IV.

TORONTO, DECEMBER, 1903.

No. 5

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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THE TRAVELLERS ARE COMING

THE travellers for Toronto and Montreal houses report that during the last few months they have met more American commercial travellers on the road than ever before. Many industrial establishments of the United States which have been indifferent to Canadian orders during the last six years because they could not fill their home orders during the period of extraordinary prosperity, are now eagerly seeking business in Canada. The high tariff of the United States prevents Canadian manufacturers from seeking a market for their products across the line. As the depression in the United States increases, the numbers of commercial travellers from the United States in Canada will multiply and Canadian travellers will lose many orders. Every Canadian commercial traveller should use all his influence to get the tariff raised.

PATRONIZE CANADIAN PORTS

AS the season of St. Lawrence navigation draws to a close it is announced that a number of the Canadian Pacific ships

that have been running to Montreal during the summer will be placed on the New Orleans route for the winter. The Canadian Pacific does a good deal of winter business through the port of St. John, but it cannot get sufficient winter cargoes for all its fleet at Canadian ports. This is not because the winter business of Canada is so much less than the summer business, but because we do our business in winter largely through United States ports. This is very regrettable from a Canadian point of view. It is as desirable that Canadian business should be done through Canadian ports as that goods for Canadian consumption should be made in Canadian factories. The business that goes through Montreal and Quebec in summer should pass through St. John and Halifax in winter. The Government commission which has been appointed to study the transportation question should devote special attention to this problem. Canada cannot be commercially independent so long as our business is done through United States ports. American politicians are continually threatening to withdraw the bonding privilege "if we don't watch out," and Englishmen believe that the United States could paralyze Canadian trade by carrying out this threat. The best way to put an end to such threats is to do all our foreign business through Canadian ports in winter as well as in summer. The Canadian Government should leave untried no means of encouraging trade through Canadian ports. One way of doing this would be to make Intercolonial railway rates low enough to attract business. Another way would be to make the Canadian preferential tariff apply only to goods imported direct through Canadian ports and ask the British Government in case of a preference being given to colonial products to make it apply only to goods shipped direct from colonial ports to Britain.

The merchants and manufacturers of Ontario should endeavor to help their fellow Canadians in Halifax and St. John by giving a patriotic preference to Canadian ports. This should be as much a part of the National Policy as tariff protection for Canadian manufactured goods.

NEITHER FREE TRADE NOR PROTECTION WILL PREVENT COMMERCIAL DEPRESSIONS

THE low tariff newspapers of Canada are asking protectionists to explain why it is that high protection has failed to ward off depression in the United States. There is not yet a general depression in the United States, but times are not as prosperous there as they were a year ago. There is every reason to believe that a depression is coming, but this is exactly what Canadian protectionists predicted would happen. At a time when things were booming in the United States and no signs of depression were to be seen anywhere INDUSTRIAL CANADA pointed out that the extraordinary prosperity prevailing in all civilized countries could not be permanent and showed that a tariff which with a few exceptions gave fair protection to Canadian industries during the period of world-wide prosperity when the manufacturers of the United States, Germany and Britain were so busy filling profitable home orders that they had little temptation to

NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, Dec. 17th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, Dec. 10th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, Dec. 10th.

slaughter goods in the Canadian market would prove altogether inadequate during a period of depression in the United States. INDUSTRIAL CANADA said at that time: "The one reply to all proposals for tariff reform is, 'The country is prosperous now. Why make a change?' It would be just as sensible to say in summer time, 'It is warm now. Why prepare for winter?' There are no signs of winter during the summer months, but we know that 'while the earth remaineth, seedtime and harvest, and cold and heat and summer and winter and day and night shall not cease. We know equally well that the experience of the world shows that periods of prosperity and depression alternate, affecting to a greater or less extent all civilized countries. It has been summer time in the business world during the last six years, but the summer will not always last. In framing a tariff as in building a house it will not do to live altogether in the present. We must look to the future. No method of warding off either winter or hard times has yet been discovered, but just as the cold of winter can be made endurable and even pleasant by taking proper precautions, so the worst effects of commercial depressions may be prevented by wise fiscal measures. If the people live too extravagantly or engage in reckless speculations during a period of prosperity they cannot escape the consequences. A high protective tariff will not enable a nation to avoid paying the penalty of its own mistakes, but by preventing excessive importations of foreign goods during a period of world-wide depression, it will to a great extent save a young country from being ruined by the mistakes of older nations. In summer time it does not matter much whether the walls of one's house are thick or thin, but it makes a great deal of difference in the winter. In a period of universal prosperity there is such a brisk demand for goods in the great manufacturing countries that they can hardly keep up with home orders. High prices prevail and there is very little cutting at home or abroad. Consequently a very moderate protective tariff gives as ample protection against unfair foreign competition during good times as a very high protective tariff does in bad times, when the manufacturers of foreign countries are anxious to get rid of their surplus stocks at any price.'

The United States tariff is far superior to the Canadian tariff but on the other hand the Canadian banking system is very much better than that of the United States. The Government of the United States could profitably take lessons in banking from the Government of Canada just as the Canadian Government could profit by the tariff-making experience of the United States. Reform of the American banking system would not prevent periods of depression but it would greatly lessen the evils attending depressions.

During the last thirty years both Canada

and the United States have passed through several periods of depression, but the high tariff country has wonderfully increased its population and wealth while each Canadian census has been a disappointment.

The adoption of a high protective tariff by Canada would not give the Canadian people immunity from commercial depressions, which affect all civilized countries, but it would help us to safely weather such depressions and would have the effect of building up in Canada a great industrial nation rivaling the United States in numbers and wealth.

HOW WE MIGHT ESCAPE DEPRESSION

THE best possible time for the adoption of a really efficient protective tariff by a young country is when a period of world-wide prosperity is drawing to a close. If the Canadian tariff had been framed on the lines of the McKinley tariff in 1897 when the period of world-wide prosperity was just beginning the development of Canada during the last six years would have astonished the world, for nearly the whole Canadian consumption of manufactured goods would have been supplied by Canadian factories, but a period of depression would probably have followed, for the experience of the world shows that periods of prosperity and depression alternate under both free trade and protection, under high tariffs as well as under low tariffs. Yet there is reason to believe that Canada might escape the depression that is certain to come very soon in nearly all civilized countries by raising the tariff at the present time high enough to fully protect all Canadian industries.

During the last six years the Americans have been manufacturing at home almost everything they required. The home demand has been enormous and any falling off in home consumption must necessitate a great reduction in output unless a market can be found abroad for the surplus. In Canada, on the other hand, while the consumption of goods has been almost as great per head of population as in the United States the demand has been largely supplied by foreign manufacturers. Now, suppose the Canadian Government should decide to increase the protection just as the period of world-wide prosperity is drawing to a close, it might not prevent a decline in consumption taking place in Canada in common with all other countries but the foreign goods shut out by the increase in the tariff would be largely replaced by Canadian goods and thus while the total consumption of goods in Canada per head of population might be less during the period of world-wide depression than it has been during the last six years of prosperity the demand for Canadian goods would probably be as large as ever. Canada would thus enjoy good times while other nations

were suffering from depression; the news of our prosperity would go abroad; immigrants would flock to the Dominion from the United States, the United Kingdom and all the countries of Europe; and Canada would get a start during the first decade of the century that would ensure for the remainder of the twentieth century a development even greater than the United States enjoyed during the nineteenth century.

PRESIDENT DRUMMOND'S TARIFF STATEMENT

IN the course of his address at the banquet of the Canadian Manufacturers' Association in Toronto, on November 19, President George E. Drummond referring to the tariff question said:—

We must all realize as a prime factor in this great question that we cannot afford to lower the standard of living in Canada. Labor must be as well paid here as in the neighboring republic or our people will continue, as in the past, to cross the border in search of better things. If, however, we do pay the same wages as those paid in the United States, then we must have the same protection for the products of our workmen as the tariff of the United States affords to the products of American workmen.

The policy of the age is protection to home industries and enterprises. This is well evidenced by the agitation taking place in England at present. In so far as our home market, Canada, is concerned, we also must adopt the same measures as our rivals, and in adopting such measures must make them thoroughly efficient.

With regard to the Mother Country, while in the opinion of this Association, our customs tariff should primarily be framed for Canadian interests, it should nevertheless, we think, give a substantial preference to the Mother Country, and also to any other part of the British Empire, with which reciprocal preferential trade can be arranged, recognizing always that under any conditions our minimum tariff must afford adequate protection to all Canadian producers.

We favor an immediate revision of the present Canadian customs tariff and the adoption:

1. Of a general tariff, framed especially to meet Canadian conditions, based in principle upon and approximating to that now in force in the United States, a tariff that shall protect Canadian industries and pursuits as efficiently as the tariff of the United States protects the industries of that country.
2. We favor a policy of reciprocal preferential trade within the British Empire whereby through readjustment of their respective fiscal systems the United Kingdom and her colonies will each grant to the products of the others a substantial preference as against the products of foreign countries.

Some of the newspapers have assumed that Mr. Drummond asked for a tariff precisely the same as that of the United States but it must be clear to anyone who carefully reads the speech which is published in this issue of INDUSTRIAL CANADA with the report of the banquet that he did not ask for the American tariff. He distinctly said that our tariff should be "framed especially to meet Canadian conditions," while it should "protect Canadian industries and pursuits as efficiently as the tariff of the United States protects the industries of that country." In order that there may be no doubt about his meaning Mr. Drummond has added to his address the following footnote: "It is not intended that the Canadian tariff shall be item for item the same as that of the United States. *Canadian conditions must be taken into consideration in regard to every individual item.*"

Mr. W. K. McNaught, chairman of the Tariff Committee of the Association, who is entirely in accord with President Drummond, says in reference to this declaration of principles:

"Canada does not want the United States tariff pure and simple, but a tariff which will protect Canadian industries of all kinds as fully as the United States tariff does those of the United States. We want a national tariff framed from a Canadian standpoint for Canadian needs."

The conditions in Canada are not precisely the same as in the United States. There are things grown in the Southern States that cannot be grown in Canada. Our tariff must be so adjusted that natural products which cannot be grown in Canada can be obtained at the lowest possible cost—not necessarily from the United States, perhaps from some part of the British Empire. In the case of manufactures there are some articles of which the Canadian consumption is so small that even if the tariff were prohibitive it would not pay to start a factory in this country at the present stage of development. Any tariff on such articles would be a straight tax on the consumer. As the population increases, the situation will alter. Many articles which could not be profitably produced in Canada five years ago, owing to the limited Canadian demand, could now be advantageously manufactured here if there were sufficient protection because the Canadian demand is greater. Some things which should be on the free list to-day may wisely be made dutiable a few years later when the population becomes greater. One of the principles of protection is that any articles which cannot be profitably produced in the country should, unless they be luxuries, be admitted free or at as low a rate of duty as the necessities of revenue and the nature of the goods will permit. However, tariff framers often assume without investigation that an article cannot be profitably produced at home and must be imported from abroad and thus delay too long the development of home industries and home resources. A permanent tariff commission would to a great extent remedy this.

When a manufactured article or a raw material must be imported we should so far as possible give the preference to the countries of the British Empire, but in some cases it may be necessary to import from the United States or some other foreign country and the tariff should be adjusted accordingly.

When the natural conditions are favorable and the home demand sufficiently large a high duty is often much more favorable to the consumer than a low duty. If the duty imposed on any article is too low to encourage home production on a large scale and the home demand is supplied largely from abroad the consumer commonly pays the whole duty or nearly the whole duty. By raising the duty high enough to afford adequate protection, the home manufacturers having a larger demand for their output can

manufacture more cheaply and the home competition soon brings down the price.

The views of the Canadian Manufacturers' Association in this matter were well set forth in the recommendations made by the Tariff Committee at the last annual meeting of the Association and adopted after full discussion. The attendance was very large and the meeting was practically unanimous, only one member dissenting. President Drummond's statement of principles at the banquet was entirely in accord with these recommendations. The resolutions were as follows:—

(1) That we reaffirm the tariff resolution passed at the last annual meeting in Halifax, as follows:

"Resolved, That in the opinion of this Association, the changed conditions, which now obtain in Canada, demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries.

"That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing, or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries.

That, while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers."

(2) That, except in very special cases, we are opposed to the granting of bounties in Canada as a substitute for a policy of reasonable and permanent protection.

(3) That we are strongly opposed to any reciprocity treaty with the United States affecting the manufacturing industries of Canada.

(4) We recommend that the Dominion Government establish in Canada a permanent tariff commission of experts, who shall have constant supervision of tariff policy and changes, and shall follow closely the workings of the Canadian tariff with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion.

MR. CHAMBERLAIN FAVORS A TARIFF COMMISSION.

AT the annual meeting of the Canadian Manufacturers' Association in September, 1903, the Tariff Committee recommended "that the Dominion Government establish in Canada a permanent tariff commission of experts, who shall have constant supervision of tariff policies and changes, and shall follow closely the workings of the Canadian tariff with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion."

Mr. W. K. McNaught, the Chairman of the Tariff Committee, pointed out that President Roosevelt had recommended the appointment of such a commission in the United States, saying that "Congress would still have the power to make and to alter the tariff, but not until every fact in any way bearing upon the change planned had been presented to its members in full by this commission."

It now appears that Mr. Chamberlain is in favor of a tariff commission for Britain. In

reply to a communication asking Mr. Chamberlain whether it was his intention to tax yarns spun into thread, and leather, Mr. J. A. Corah, a member of a Leicester firm of hosiery manufacturers, has received the following letter from Mr. Chamberlain's secretary:

"I am directed by Mr. Chamberlain to acknowledge the receipt of your letter of the 10th instant, and to thank you for your congratulations. Such meetings as that over which you presided are most valuable as a means of education at the present time. As regards the letter in the Leicester *Daily Post*, I am to point out that Mr. Chamberlain has spoken of an average duty of 10 per cent. on manufactured goods. In some cases the duty would be higher and in some cases lower than the average, and it would be determined in all cases by the amount of labor expended upon them. Thus, if there was a tax on boots and shoes, the tax on leather which is partly manufactured, would be much less. It is, however, impossible to give details. What would happen if Mr. Chamberlain's policy were adopted, would be that an expert committee would be appointed to collect evidence from all the manufacturers before fixing the tariff, and to take into consideration the special circumstances of each trade and the part played in its success by the different articles used in the production. This is the scientific spirit in which the Germans work, and which Mr. Chamberlain would desire to imitate."

It is not stated that Mr. Chamberlain's commission will be a permanent one, but as conditions are always changing, every argument that can be advanced in favor of appointing a commission to study the conditions at present prevailing holds good for a permanent commission. A temporary commission must do its work hurriedly or else delay necessary legislation. A permanent commission would constantly be collecting facts which would be available at any time for the people's representatives in Parliament.

THE COMING STORM

"HERE we are, two young countries lying side by side, and existing under conditions largely similar. For the past six years the tariff rates of Canada have been lower than they had been for eighteen years before. Those six years have been coincident with the greatest prosperity that Canada ever enjoyed. The same, it is true, may be said of the United States under their high tariff. But there are ominous indications that the time of plenty is coming to a close there. We hear from across the lines of banks closing their doors, factories putting out their fires or reducing their forces, of the wreck of great industrial aggregations, and on all hands there is a preparation for the inevitable lean years. Have the same storm signals been observed in the low-tariff country? Whatever the future may have in store for us, it is the simple truth that at the present moment the

financial and commercial skies are without a cloud."—*Toronto Globe*.

The *Globe* admits that the time of prosperity in Canada has been coincident with a time of similar prosperity in the United States. In fact the good times began in the United States shortly before the revival of business commenced in Canada.

During the five years following 1897 the bank and trust company deposits in the United States increased \$4,000,000,000, or \$1,000,000,000 more than they gained in 23 years before; bank clearings went up \$61,000,000, or \$59,000,000 more than they gained in eleven years before; money in circulation increased \$600,000,000, as much as the whole gain of 18 years before; production of iron increased 8,000,000 tons, equal to the gain in 28 preceding years; production of coal increased 100,000,000 tons, as much as the gain of 17 years before; the increase in freight carried one mile by railways was 52,000,000,000 tons, more than equal to the gain in the previous 14 years. The exports of merchandise for the year 1902 were valued at \$1,381,719,401 as compared with a total of \$882,606,938 for the year 1896. The increase for six years was more than three-and-a-half times greater than the total increase for the 18 years preceding.

Even if it were true that there is not at the present moment a cloud in the financial and commercial skies of Canada, the fact that storm clouds have appeared in the United States would be sufficient reason for Canadians to take precautions. As the period of good times began a little earlier in the United States than in Canada, it might naturally be expected that the inevitable depression would begin a little earlier in the Republic than in the Dominion.

But is it true that Canadian skies are clear at the present moment? The great works at Sault Ste. Marie have shut down throwing thousands of men out of employment; a large proportion of the workmen at Sydney, C.B., have been discharged, and those who remain at work there will have to accept a big reduction in wages; the cutlery works at Brantford have ceased operations; some of the Canadian woollen mills have closed down and many others are running at a loss, although the wages of their workmen have been reduced on account of the low tariff. There has been an extraordinary decline in all stocks listed on the Canadian stock exchanges, and the fall in prices of some of the leading industrial stocks has been so great that many Canadian business men who invested their savings in enterprises that seemed to be absolutely safe a year ago have been financially crippled. In view of what has happened within the past year, who can predict what may happen during the next twelve months?

Owing to the fact that the public lands in the United States are now exhausted, and

that Canada now offers greater advantages to agricultural immigrants than any other country, we should under equal tariff conditions suffer less from the coming depression than our neighbors, and there would be no occasion for alarm in Canada if our tariff were high enough to prevent the dumping of United States goods on our market during the period of depression.

A NEW DEPARTURE.

A NEW feature of considerable importance to the members of the Canadian Manufacturers' Association both individually and collectively has been introduced in the current issue of *INDUSTRIAL CANADA*. This is the section devoted to labor matters. For some months back both the *INDUSTRIAL CANADA* Committee and the Executive



MR. C. C. BALLANTYNE
Sherwin-Williams Co., Montreal
who succeeds Mr. William McMaster as Chairman
of the Montreal Branch

Council have been considering the advisability of publishing reports on labor difficulties in the columns of *INDUSTRIAL CANADA*, which would be authoritative and would be accepted by the members of the Association as trustworthy. With the co-operation and support of the members of the Association, the new department should prove most helpful. We bespeak the interest of all our members and urge them to keep us informed regarding labor disputes or matters of a kindred nature.

THE NEW DEPARTMENT

THE establishment of the Transportation Department as a permanent part of the office of the Canadian Manufacturers' Association, not only evidences the progress of the Association as a national business organization, but marks a new era in its useful-

ness. The general work of the Association performed through its Standing and Special Committees, involves the study of the most important trade questions affecting the Dominion. Transportation, tariff, export trade, legislation, scarcity of labor, and many other questions are constantly receiving their attention. The greatest of these is Transportation. The Railway and Transportation Committee has been one of the most active agencies in the Association. The field before the Committee, however, has been gradually widening, and its members, as well as office staff, have found themselves face to face with many problems which demanded the advice and care of a transportation expert.

That the appointment of such an expert will result in great material benefit to the members of the Association is beyond doubt. Classifications, tariffs, claims, export rates and routes, all of these and many other details are of the utmost importance to the manufacturers of Canada, and individual cases will receive the most careful personal attention from the expert appointed, who is thoroughly competent to deal with all freight questions. The establishment in the immediate future of a Railway Commission also enhances the value of the services of such an officer to the members of the Association, who may rest assured that their interests will be ably represented upon any important questions where their business is at stake.

It may also be stated without doubt that the appointment of the new transportation officer will be of great service to the Railway Companies of Canada. True, the representative of the shippers may be depended upon to use every legitimate means to secure the rights of his clients, and may not always agree to the demands made by the Companies. The companies are assured, however, that these representations are made by one who is thoroughly acquainted with the obstacles and difficulties which must be met by transportation companies in the services which they perform for the country's trade. The motive of the Association in appointing a transportation expert has been rather, to reconcile any differences which exist between the Railway Companies and the shippers than to create antagonism and discord. Mutual understanding will do much to remove grievances. The transportation problem in Canada, where distances are so great and the population so comparatively small, demands that unity of action should be preserved as far as possible between the interests which may, under various circumstances, be brought into conflict, and we feel certain that the recent action taken by the Association in connection with transportation matters will result, not only in mutual benefit to the railways and shippers, but will also perform a valuable function in building up the trade of Canada,

EXECUTIVE COUNCIL

*Enthusiastic meeting—New transportation officer—
Condition of labor market—Labor column in "Industrial Canada"—B. C. problems to be considered*

THE regular monthly meeting of the Executive Council of the Canadian Manufacturers' Association convened in the Council Chamber, Board of Trade Building, Toronto, on Thursday, November 9th, at 2 p.m. The meeting was one of the largest which the council has ever held, the following members being present,—Mr. Geo. E. Drummond, President, who occupied the chair, and Messrs. John Bertram, C. A. Birge, C. N. Candee, H. Cockshutt, Robt. Crean, John Dick, R. A. Donald, P. W. Ellis, J. D. Flavelle, Geo. D. Forbes, W. M. Gartshore, W. K. George, W. P. Gundy, Lloyd Harris, J. Hewton, R. Hobson, D. W. Karn, R. O. McCulloch, W. K. McNaught, H. H. Mason, Robt. Munro, J. P. Murray, J. K. Osborne, Thos. Roden, A. S. Rogers, W. B. Rogers, T. A. Russell, A. F. Rutter, T. H. Smallman, Jno. M. Taylor, A. W. Thomas, J. O. Thorn, C. R. H. Warnock and S. M. Wickett.

Minutes of the previous meeting were taken as read.

COMMUNICATIONS

were received as follows :

(a) From the following members unable to be present,—Messrs. J. S. N. Dougall, W. R. Landon, Wm. Stone, Wm. Robins, Mr. Robins in his letter requested the Council to relieve him of his duties as one of their number, owing to the fact that his time was fully taken up. It was unanimously agreed, however, that Mr. Robins should be urged to re-consider his decision and the hope was expressed universally that he would not withdraw from the Executive Council. The Secretary was directed to write him accordingly.

(b) From the Kerr Engine Co., Walkerville, with special reference to the injustices from which Canadian firms were suffering at the present time owing, to the slaughter of foreign goods on this market and the entry of foreign manufactures at undervaluation prices. It was suggested that a competent commissioner should be appointed who should investigate the facts carefully with a view to having the customs regulations strictly enforced. The matter was referred to the Tariff Committee, the opinion being generally that the present situation was fraught with danger so far as Canadian industries were concerned.

(c) From one of the members of the Association with reference to the adoption of a button designed specially for the Association which might be worn by the members. It was moved by Mr. J. M. Taylor,

seconded by Mr. W. K. McNaught that the Association adopt such a button and that the matter be left in the hands of a committee to be named by the President. The President appointed Messrs. W. K. George, W. K. McNaught and T. A. Russell.

(d) The Secretary presented a number of communications with regard to the salmon canning industry in British Columbia, showing the disabilities from which the industry is suffering at the present time, and presenting a request that the Association should exert its influence to improve the conditions. The information was, upon motion, referred to the Parliamentary Committee for a report.

Reports of Officers and Committees were then received as follows and upon motion were regularly adopted,—

TREASURER

The report of the Treasurer was presented in his absence by Mr. P. W. Ellis.

FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. W. K. George and recommended for payment the regular monthly expenses of the Association.

RECEPTION AND MEMBERSHIP

This report was presented by the Secretary. It referred briefly to the membership campaign now in progress, and urged a deeper interest on the part of every member of the Executive Council. It recommended that an invitation should be sent immediately to the Right Hon. Joseph Chamberlain to attend the next Annual Meeting of the Association, and that information should be received at as early a date as possible regarding the time of his visit so that the date for the meeting might be finally arranged. Forty-nine applications for membership were recommended for acceptance, the names of which appear in another column.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the Chairman, Mr. P. W. Ellis. The most important item which had come under the consideration of the Committee during the past month was the condition of the Canadian Labor Market. We quote from the report as follows :—

"Advice has been received from reliable sources in Great Britain, warning the Association against extending encouragement to organizations which have recently sprung up in Great Britain for the purpose of supplying the Canadian market with labor. Many of these organizations are unreliable,

and as such, they will undoubtedly have a tendency to over-crowd the Canadian market with unsuitable labor. Your Committee upon consideration, and taking into account the fact that there is at the present time a large demand for female help in Canada, decided that it would be unwise to take any further steps until the exact conditions of the market were ascertained. Accordingly, under their direction an enquiry letter has been issued to the members at large, asking whether labor is needed and of what classes. Replies to this circular are now being received, and your Committee will be in a position to deal with the question as soon as the returns are complete.

Your Committee has had under consideration also, a proposition from the Salvation Army, through Col. Lamb, a member of the Executive staff in London, England, to furnish from their ranks in the Old Country any help which may be needed by the manufacturers in Canada. This will receive consideration in due course."

The report also stated that the Resolutions referred to the Committee by the Annual Meeting, respecting certain amendments to the Trade Mark and Design Act desired by the stove manufacturers, would be dealt with at the next meeting.

COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. A. W. Thomas. This report is presented in full on the next page.

RAILWAY AND TRANSPORTATION COMMITTEE

The Railway and Transportation Committee presented this report through the Chairman, Mr. J. O. Thorn. Two meetings have been held since the last meeting of the Executive Council, the chief business before the Committee being the selection of a transportation officer who should give all his time towards serving the interests of the members so far as their transportation facilities and rates are concerned. The Executive Council were requested to authorize the final action of the Committee in this matter, the report stating that the Committee would engage a first-class man, who would be an expert in his Department, thoroughly qualified to handle any of the questions which might come before him.

Mr. J. Willard Smith, of St. John, was recommended for appointment as forwarding representative of the Association at that point.

TARIFF COMMITTEE

Mr. W. K. McNaught presented a brief report on behalf of the Tariff Committee. It referred briefly to the threatened industrial depression in the United States with its resultant slaughter of goods in the Canadian market, and emphasized the importance of having proper tariff changes enacted at an early date. With this in view, it was suggested that some general plan should be suggested to pledge the candidates in the various ridings throughout the Dominion at the next general election, to a Canadian policy which will defend Canadian interests adequately against foreign competition.

The reports of the Montreal, Toronto and Halifax Branches, were then presented, the first by Mr. Robt. Munro, the second by Mr. J. P. Murray, and the third by the Secretary. These are all published in full on another page.

The Secretary also reported for the British Columbia Branch, that much activity was evident among the members of this Executive and that splendid results would no doubt follow.

LABOR COLUMN IN "INDUSTRIAL CANADA."

The Executive Council then considered the advisability of establishing a Labor Column in INDUSTRIAL CANADA, a discussion of this question having been postponed from the previous meeting. The purpose of such a column, as explained in the recommendation made by the Industrial Canada Committee, would not be to discuss controversial phases of the labor question, but to publish for the information of the members such important labor items as might be useful and interesting to manufacturers generally. Upon motion of Mr. J. O. Thorn, seconded by Mr. R. O. McCulloch the recommendation of the Committee was adopted.

Before the Council adjourned, Mr. Candee called attention to the recent preferential tariff proposals made by New Zealand and upon his motion, seconded by Mr. Cockshutt, the Secretary was directed to first enquire from Ottawa, and if no satisfactory information could be obtained there, to cable direct to the New Zealand Government for information.

The meeting then adjourned.

NEW MEMBERS.

- James Acton Publishing Co., Toronto.
- Arrowhead Lumber Co., Ltd., Arrowhead, B. C., lumber mill.
- Big Bend Lumber Co., Ltd., Arrowhead, B. C., lumber mill.
- J. Bourdeau & Son, Montreal, furs.
- Breckels & Matthews, Toronto, church pipe organs.
- A. A. Brown, (McClary Mfg. Co., Ltd., 2nd member), Montreal, stoves, furnaces, enamelled and tinwares.
- T. M. Brown & Co., Alliston, Ont., general agricultural machinery.

The Brunswick Balke Collender Co., Toronto, billiard tables, bar fixtures and bowling alleys.

The Canadian Steel & Wire Co., Limited, Hamilton, Ont., woven wire fence.

China Creek Lumber Co., Rossland, B. C., lumber mill.

James Crathern, Montreal.

Creelman Bros., Georgetown, Ont., knitting power and domestic.

T. Chas. Davidson, (The Thos. Davidson Mfg. Co., Ltd., 2nd member), Montreal, enamelled and stamped ware.

Wm. Davidson, Montreal, leather.

Edward Elsworth & Co., Hamilton, Ont., cereals, "Force."

J. W. Gale, (Gale Mfg Co., Ltd., 2nd member), Toronto.

Cts. Galibert & fils, Montreal, shoe leather.

The Garlock Packing Co., Hamilton, Ont., engine and pump packings, asbestos pipe and boiler coverings, etc.

Geo. Gordon & Co., Cache Bay, Ont., rough and dressed timber and lumber.

Harbor Lumber Co., Ltd, Revelstoke, B. C., lumber mill.

The Hill Manufacturing Co., Quebec, P. Q., trunks, packing cases and shooks

Johnston & Sword, Toronto, neckwear manufacturers.

W. H. Ker, (Brackman-Ker Milling Co., Ltd., 2nd member), Vancouver, B. C., flour millers and oatmeal millers.

King Mercantile Co., Ltd., Cranbrook, B. C., lumber mill.

Kootenay Shingle Co., Nelson, B. C., shingle mill.

The H. Krug Furniture Co., Limited, Berlin, Ont., furniture.

The Laidlaw-Watson Shoe Co., Ltd., Aylmer (west), Ont., boots and shoes.

The LeRoy Chemical Mfg. Co., Toronto, boiler compounds and chemicals.

The London Printing & Lithographing Co., Limited, London, Ont., printing and lithographing.

The McQuay Tanning Co., Limited, Owen Sound, Ont., harness leather.

W. J. Mathers, (Brackman-Ker Milling Co., Ltd, 3rd member), Victoria, B. C., flour.

Milton Pressed Brick Co., Limited, Milton, Ont., pressed brick, mantels, etc.

L. P. Morin et fils, St. Hyacinthe, Que., sash and doors.

David Morton & Sons, Limited, Toronto, soap.

Moseley Shoe Leather Co., Montreal, shoe leather.

Moyie Lumber & Milling Co., Ltd, Moyie, B. C., lumber mill.

National Manufacturing Co., Ltd., Pembroke, Ont., separators, etc.

Nelson Brewing Co., Nelson, B. C., brewers.

Niagara Neckwear Co., Limited, Niagara Falls, Ont., neckwear.

The Ottawa Citizen Co., Ltd., Ottawa, newspapers.

Frank Sully, (Parry Sound Lumber Co., 2nd member), box shooks and lumber.

Porto Rico Lumber Co., Ltd., Nelson, B. C., lumber mill, sash and door factory.

Reid & Brown, Toronto, foundry, etc.

Robinson McKenzie Lumber Co., Ltd., Cranbrook, B. C., lumber mill.

Silverman Boulter & Co., Montreal, furs.

Southam & Carey, Montreal, ticket printers.

M. Vineberg & Co., Montreal, furs.

R. C. White, Montreal, boiler maker and machinist and blacksmith.

Yale Columbia Lumber Co., Ltd., Nakusp, B. C., lumber mill.

Commercial Intelligence Committee

First meeting on November 3—

Many interesting trade items

THE first meeting of the new Commercial Intelligence Committee was held on the 3rd inst. It was well attended, and a number of important matters received attention.

These came before the committee through the following communications.

(1) From the Pickford & Black Steamship Company, of Halifax, offering transportation to the West Indies in exchange for an advertisement in "Industrial Canada." The Secretary's action in accepting the offer for one half page in the paper was approved.

(2) From A. W. High, of London, Eng., requesting the recommendation of the Association in applying for appointment as Canadian Customs' official in London, Eng. The Secretary was directed to reply, stating

that such action would be premature, and that the Association had always adopted the custom of not recommending officials for Government appointments.

(3) From Mr. J. P. Murray, advising the Association that Dr. Tingle, who had been employed with his company, had left for China, and would be willing to represent the Association as correspondent member later on. The communication was received with thanks, and Dr. Tingle's name kept for future reference should his services be deemed necessary.

(4) From the United States Export Association, offering to secure commercial reports on firms in the United States and Mexico for this Association at the rate of 75c. and \$1.00 respectively. The Committee

approved of the offer, and the Secretary was directed to make arrangements accordingly.

(5) From Mr. E. T. Angus, forwarded from Mr. C. A. Birge, respecting the holding of a Canadian Exhibition in Earls Court, London, in 1905, and enclosing copy of a letter written to the Minister of Trade and Commerce with regard to the project. It was decided that the Department of Trade and Commerce should be communicated with, and the assistance of the Association offered, should the exhibit be carried out.

(6) Mr. C. D. Davies, correspondent member in the Barbados, pointing out that the Parcel Post between Barbados and the Dominion was 20c. per lb., as compared with a rate of 12c. to the United States. It was decided that this should be brought to the attention of the Postmaster General's Department. The Secretary also reminded the Committee that they had urged the Government for some time past to establish a parcel postal service between Canada and the Island of Trinidad. No information having been received that this service had been established, it was decided to write the Department again with regard to the matter.

(7) From the Canada Cycle and Motor Co., calling the attention of the Association to the fact that Trade Marks and Patents were accorded indiscriminately in Japan to parties seeking them. It was decided that this should be brought to the attention of the members of the Association through the columns of "Industrial Canada."

U. S. CATALOGUES

Mr. A. F. Ritchie addressed the committee with regard to the free admission into Canada, through the post office, of many catalogues, etc., from the United States, advertising Canadian firms. A sample was submitted to the Committee, and it was decided that the Department of Customs should be communicated with and enquiry made as to whether the Government had taken any action towards checking this traffic.

A communication from the E. W. Gillett Co., Limited, with regard to the securing of a uniform civic holiday in Ontario, was placed in the hands of the Committee from the Executive Council of the Association. It was agreed that the Secretary should endeavor to interest the Municipalities Association, and to ascertain from them whether any action might be taken.

TRADE INDEX

A report was presented from the Trade Index sub-committee stating that their work had been completed, and that nothing remained but to distribute the publication. All arrangements for this distribution had been completed. This report was received with extreme satisfaction by the Committee, and it was decided to have it forwarded to the Executive Council, coupled with a vote of thanks to Messrs. T. A. Russell, W. B. Tindall and G. P. Breckon, the sub-committee, who had so efficiently performed their work. All of which is submitted.

TORONTO BRANCH

Regular meeting for November — New members admitted — By-laws discussed

THE regular monthly meeting of the Executive of the Toronto Branch was held on Thursday, Nov. 12th. There were present—Messrs. J. P. Murray, (chairman) R. J. Copeland, C. N. Candee, W. K. George, D. T. McIntosh, A. S. Rogers, F. A. Ritchie, J. O. Thorn, F. J. Smale, J. T. Sheridan and W. B. Tindall.

The Executive at the request of Miss E. Pauline Johnson extended their patronage to a thoroughly Canadian recital to be held in Association Hall, Toronto, sometime in December.

Nineteen applications for membership from Toronto firms received since the last meeting of the Executive were approved of.

A financial report was presented from the Annual Meeting Entertainment Committee showing that the different functions had been successfully financed and that a small balance had been turned over to the general funds of the Association.

CITY BY-LAWS

The City Council passed a Smoke By-law to come into force July 1st next. The By-

law is the same as has been up for some three years and contains many objectionable features. The committee have asked the Board of Trade to unite with them in having the By-law amended or repealed.

The Secretary reported with regard to the Elevator Inspection By-law that the same did not apply to factories that came under the Ontario Factories Act.

FIRE INSURANCE

The Committee approved of a draft letter and information form which is to be sent out to all the members of the Association in Toronto asking for confidential information with regard to the insurance they carry on their buildings, plant and stock. This will provide the committee with valuable statistics and it is hoped the result will tend to a lowering of insurance premiums.

PUBLIC SCHOOL BOARD

A committee of four was appointed to act with a committee of the Board of Trade to arrange if possible to have desirable citizens brought out and elected on the new Public School Board.

MONTREAL BRANCH

Three meetings held—New chairman appointed—Labor, tariff and membership matters discussed

DURING the past month the Executive Committee of the Montreal Branch has been convened three times.

The regular October meeting was held on the 28th ult. Mr. Wm. McMaster tendered his resignation as Chairman of the Montreal Branch on the plea that lack of time did not permit him to give the duties of the office the attention they deserved. The resignation was accepted with regret, and Mr. C. C. Ballantyne elected in his stead.

The Montreal Executive heartily endorsed the invitation given at the annual meeting by the delegates from Montreal to hold the 1904 Convention in this city; and the wish was expressed that the Executive Council should feel assured that the Montreal Branch would welcome the Convention next year.

FEMALE LABOR SCARCITY

There was some discussion upon the need of female labor in Montreal, and it was the opinion of the Executive that the Association should attempt to relieve this scarcity by encouraging importation. The views of the Montreal members have been placed fully before the Parliamentary Committee.

There is a scarcity of female labor in garment, cigar, boot and shoe, cotton, rubber and other industries. Fully 2,500 women are needed.

A letter was received from Mr. Harrison Watson, of the Imperial Institute, London, Eng., offering his services to any Montreal manufacturer to place his products on the English market.

SPECIAL MEETING

A special meeting of the Executive was called a few days previous to this meeting to hear a complaint in regard to tariff discrimination preferred by the Montreal neckwear manufacturers. This was embodied in the form of a memorandum at the meeting and placed before the Tariff Committee.

REGULAR MEETING

The regular November meeting of the Executive was held on the 12th inst., when a membership campaign was instituted among the manufacturers of Montreal. Eleven applications for membership were passed at this meeting. It was also the pleasure of the committee to have present at the meeting Mr. Robert Crean, of Toronto, Chairman of the Reception and Membership Committee.

HALIFAX BRANCH

Important meeting at Truro—Provincial legislation—Membership

THE Executive of the Nova Scotia branch of the Canadian Manufacturers' Association held its regular monthly meeting in Truro, on Thursday, November 12th. Hitherto all meetings have been held in Halifax, but this time it was decided to meet outside the city. Several matters were discussed, the principal being labor legislation, an excursion of manufacturers through the maritime provinces next autumn, and the enlargement of the membership. Legislation introduced in the local legislature will be watched very closely, in order that the Executive may know whether anything of a harmful nature is being brought forward and use its influence and the influence of the whole Association against it. With regard to the excursion of manufacturers through the maritime provinces, it is suggested by the success of the Pacific excursion, on which

several of the Nova Scotia members went this year. The Executive feel that they would like to see the western manufacturers come and make the same intimate acquaintance with these provinces that many members of this Association made with the west this year. Last year the Canadian Manufacturers' Association had its annual meeting in Halifax, and afterwards the party visited Sydney, and some of them visited parts of the Annapolis Valley. But it is felt that it would be well for some of the western people to see the east as thoroughly as the party which has recently returned from the Pacific saw the west. With regard to the membership, the Executive desire to obtain a large number of new members in order to increase the size and importance of this branch. Efforts will be made this year to interest a large number of new people.

THE NEW TRANSPORTATION EXPERT

AT the meeting of the Railway and Transportation Committee of the Canadian Manufacturers' Association held on Friday, November 21, Mr. W. H. D. Miller, Assistant to Mr. W. B. Bulling, Assistant Freight Traffic Manager of the Canadian Pacific Railway at Toronto, was appointed to the new position of Transportation Expert of the Association. Mr. Miller, who was not an applicant for the position, was selected because it was considered that he was one of the brightest young men in the railway service in Canada. He assumed the duties of his new office on December 1.

Entering the employ of the Canadian Pacific Railway sixteen years ago, Mr. Miller's experience covers practically the whole ground of railway traffic department work, with a training secured under such well-known railway men as Messrs. E. Tiffin, General Traffic Manager of the Intercolonial Railway; W. B. Lanigan, now General Freight Agent of the C.P.R. at Winnipeg; M. H. Brown, General Freight Agent of the C.P.R., and W. B. Bulling, Assistant Freight Traffic Manager. For the last fourteen years he has been in the general freight department, six years of which time he had valuable experience as an export clerk, being promoted to be chief clerk of that department, which position he occupied from January, 1898, till June, 1902, having succeeded in this position Mr. James Hardwell, Assistant General Freight Agent of the Intercolonial Railway. In June, 1902, Mr. Miller was promoted to be assistant to Mr. W. B. Bulling.



MR. W. H. D. MILLER

Transportation Expert of the Canadian Manufacturers' Association

THE TRADE OF BRITISH INDIA

The annual statement of the Trade and Navigation of British India with foreign countries for the year ending March 31, 1903, has been received at this office. The over-sea trade of India for the year named was, in round figures, \$775,000,000. The imports amounted to three-sevenths of this sum. The share purchased from Canada is represented by zero. Canada purchased India goods to the value of \$829,000. Four-fifths of this was tea.

Below are given figures of interest taken from the Blue Book :

TOTAL TRADE OF BRITISH INDIA IN DOLLARS

In each case add '000' to the figures given.

| | Imports. | Exports. | Total Trade. |
|--------------|----------|----------|--------------|
| 1898-99..... | 295,840 | 384,320 | 660,160 |
| 1899-00..... | 203,120 | 374,080 | 667,200 |
| 1900-01..... | 296,640 | 367,360 | 664,000 |
| 1901-02..... | 323,520 | 425,280 | 748,800 |
| 1902-03..... | 332,800 | 440,320 | 773,120 |

IMPORTS

Great Britain provided in 1902-03 about 62 per cent. of the imports. This amounted to \$206,400,000, which is an increase of 12 per cent. over 1898-99. During the same period the total imports increased 21 per cent. The next largest item is credited to China, \$17,680,000. Other countries follow in the order named : Belgium, \$9,600,000 ; Russia, Ceylon, Austria, Hungary, etc. United States comes tenth with \$5,444,000. Of forty-five countries specially mentioned, Canada comes forty-fourth, with practically nothing to her credit.

EXPORTS

Great Britain in 1902-03 took \$113,280,000, or 30 per cent. of the exports. Straits Settlements was the second customer, taking \$36,800,000 ; Germany third, \$32,560,000 ; United States fourth, \$273,120,000. Canada, in a list of 45, stands thirtieth, with \$829,200 to her credit.

For the last five years trade with Canada has been as follows :

| | Imports from | Exports to |
|--------------|--------------|------------|
| 1898-99..... | \$ 1,932 | \$148,160 |
| 1899-00..... | 86,720 | 246,080 |
| 1900-01..... | 2,880 | 335,360 |
| 1901-02..... | 6,976 | 202,240 |
| 1902-03..... | ..... | 819,200 |

The list of imports shows a great market in which the Canadian merchant has never tried to secure a foothold. Some of the important importations are : Wheat flour, 23,725 cwt. ; whiskey, 610,000 gals. ; bacon and hams, 1,232,904 lbs. ; biscuits, 1,690,000 lbs. ; butter, 279,000 lbs. ; cheese, 1,123,200 lbs. ; fish, dry and wet, salted, 31,000,000 lbs. ; refined sugar, 5,000,000 cwt. ; implements, value \$247,600 ; cast pig iron, 460,000 cwt. ; machinery and mill work, \$8,972,800 ; cotton piece goods, grey (unbleached) 1,284,000,000 yds. ; cotton, white (bleached) colored, printed or dyed, 823,000,000 yds. ; boots and shoes, 853,000 pairs ; furniture, value \$385,920 ; cordage and rope, 15,500 cwt. ; saddlery and harness, \$169,120 ; paints and colors, 224,000 cwt. ; printing paper, 131,000 cwt. ; umbrellas, including parasols and sunshades, 2,215,000.

THE "PACIFIC EXCURSION" BUSINESS DINNER

An evening with "The West" — Important utterance on Canadian Policy by the President

AS a grand finale to a memorable trans-continental journey, the banquet held in the King Edward Hotel, Toronto, on November 19th last, will long live in the memory of those who were privileged to participate in it. The success of the function, indeed, far exceeded the fondest hopes of the Reception and Membership Committee, who planned the arrangements. At first it was anticipated that the gathering might be merely an informal reunion of those excursionists who could conveniently be in Toronto on Executive Council day, together with such friends as would care to join them. The number of both, however, increased to such an extent that the accommodation provided for the guests became quite inadequate, and the Pacific Excursion Banquet developed into a most important and representative gathering of the members of the Association. Over two hundred and fifty gentlemen were present, a large number of whom hailed from outside points.

The main theme which inspired the speakers of the evening was the "Excursion" and the insight received on the trip into the resources, the conditions, the needs and the future of the Great West. The speeches on all these subjects were careful, studied utterances by men who had been there, and who had seen the West from a national business standpoint.

But the evening was by no means entirely given to a consideration of one section of the Dominion. It was rounded off towards its conclusion by an important deliverance from President Drummond on the policy for all Canada, which the Association has so clearly advocated during the past three years. This speech, concise, pointed and direct, provided a fitting climax to an evening in which the national and Imperial spirits were clearly manifest.

The President, Mr. George E. Drummond, Montreal, acted as Toast Master.

After the toast to The King had been given the President said that this was the first time the Canadian Manufacturers' Association had met since the Alaskan Boundary decision and he wished the Canadian Manufacturers to-night to show, as they had always shown, their loyalty to the Old Land. He said, Let me read to you, gentlemen, what the Jewish Rabbi Desola at Montreal said, the other night, when asked with regard to England's offer to give them a place for their people in South Africa.

"Let me ask you to reflect upon the tremendous significance of any offer made to us by the English Government.

England, dear England, is the mightiest among the mighty, not because of the prestige of her victorious armies, not because of her irresistible navy, not because of her marvellous commercial enterprise and fabulous wealth, but because she so eminently represents those eternal principles of righteousness and benevolence enunciated in the law of God. Where the Union Jack floats oppression is impossible. Liberty in its modified form is the inalienable right of all citizens irrespective of race and creed. Justice reigns supreme. Corruption can find no resting place. Righteousness exalteth a nation, and therefore He in whose hands is the destiny of nations has elevated England to a pinnacle of greatness never before attained in the history of the human race."

That is the Nation we as Canadian Manufacturers are proud to be loyal to. (Loud cheers).

THE OPENING SONGS

After those present had sung "Rule Britannia" and given three cheers, Mr. Alfred Sturrock sang, "The Men of the Northern Zone" and "McGregor Shall Flourish Forever" both of which were received with great enthusiasm.

President Drummond stated that they had met to-night to celebrate the Western Excursion, and they were only sorry the ladies and gentlemen of Western Canada, their brother Canadians were not with them; if they were, what a night they would have! In the speeches which would be delivered by the four speakers who would address them, they would live over again in some measure, that western trip.

After reading a beautiful selection from Moira O'Neill he called upon Mr. James Hedley, Editor of the *Monetary Times* to give an address upon the Trip (descriptive).

MR. JAMES HEDLEY



After expressing his appreciation of the honor done him by the dinner committee in asking him to appear and address the representative assembly present, upon the subject assigned to him, said that Mr.

Younge in his letter of invitation, had written that he was to speak for fifteen minutes on a three peaked subject, first, the trip itself, or rather the outline of it, second, the beauties of

Canadian scenery and, third, an account of the reception met with. It was a three volume novel and he was to give it all in fifteen minutes. It could not be done. Sanford Evans couldn't do it; Charlie Bell would take a week to do it. There was a man who might try it—he would try anything—he came from Guelph. However, he would ask them all to bear with him while he fired away, and he would perhaps turn out a psalm,—perhaps turn out a sermon.

"In my embarrassment," said Mr. Hedley, "I called a friend of mine in, to whom I showed the two sheets of a little pamphlet I was writing about it, and told him my difficulty. He turned over the first galley and he said, 'Why here you are, tell them that story of Jake and his son Hiram, you don't want any better starting point.' This was a down east Yankee who was questioning his son about what he learned at school. The boy told him, 'Well, Pap, we learn Grammar.' 'That is right.' 'We learn Hygiene,' 'I don't know about that.' 'Then we learn Geography.' Hiram says, 'Young man, if you want to learn geography the best way is to "Go thar."' I think my friend was right. He gave me a good text and I may have occasion to recur to it several times. "Go thar."

ADMIRABLE ARRANGEMENTS

When they had started out on this wonderful and delightful trip, they were comparatively speaking unknown to each other, but so admirable were the arrangements and so congenial was the company and so determined were they to be pleased with everything and everybody, that it took them but a little time to discover that they were perfectly free to speak to any man and to get a civil response, nay more, they were free to speak to any charming woman and get a delightful response. This was one of the most agreeable features of the trip, the absolute freedom from anything like embarrassing conventionalities. These were ideal conditions under which to make a trip, and he questioned if any such trip had ever been made before in this country so successfully and with such good results. They had been presented with all the accessories which go to make a trip a pleasant one; there were cigars and playing cards for the gentlemen, and flowers for the ladies, and presents of this, that and the other; and they were fraternizing and getting better acquainted all the time.

They had first come to Lake Superior and it was impossible to convey an idea of the extent of it by figures, on a map or in a book

—five hundred miles! No wonder the Indians called it a Great Water, and it had been described by the Canadian poet as "Girdled about with a girdle of ease and framed with a rim of rest; these are the inland waters; these are the lakes of the west." But they got away from Ontario with which they were tolerably well acquainted and which perhaps seemed a little commonplace in comparison with the wonders they were to see. As they neared Winnipeg they began to discover what could not be understood until they got there, something of the degree possessed by that western country to influence temperance, to influence character. The vast scale; the wonders of nature, far exceeding art. There was something inspiring about it.

NOVELTIES OF THE TRIP

"If you want to have a realizing sense of duty that you never had before and of wonder that you never felt before, you want to see a prairie sunset or sunrise," said Mr. Hedley. "There is the whole round world before you, the sky meeting the earth wherever you look, and you seem to look hundreds of miles. We made remarkable progress. We took great leaps. Our iron horses were exchanged every two hundred to three hundred or in some cases four hundred miles. We began to find the novelty of things, the novelty of people, and all the time we had novelties within ourselves, because some of you fellows who were not lucky enough to be on that trip may not know that we had various organizations in the travelling burg of Drummondtown. We had seven avenues in Drummondtown; we had two restaurants in Drummondtown, and among the aisles of the two cars, we devoted No. 6 and 7 avenues, as we called them, to the single married men of the company. There were no ladies in Nos. 6 and 7 and therefore the pace was perhaps, I won't say fast, but I will say freer.

Talking of people we met, I recollect one little incident at a western town. There had been receptions at the platforms; the municipal officers, the town band and all and sundry that could spare the time and wanted to see some tenderfeet came down to the platform, and there we were not behind, gentlemen, we had a band of our own—a Kazoo band; and after the proceedings had proceeded for some time and after addresses had been delivered and both bands had played, a man who belonged to the town came around from the opposite side of the station to where I was standing leaning on a truck talking to somebody, and he said to one of his companions, 'Say, Jake, I'll be hanged if this isn't the finest layout that ever blew into this town.' (Laughter) And he proceeded to tell Jake in how many respects we were such a good crowd. This was all in the way of good fellowship and we had plenty of it.

I am glad to remember—I remember it very particularly to-night because it has been forced upon my attention—we had with us a number of gentlemen from Brantford. I am not here to tell you the peculiarities or good qualities of the gentlemen from Brantford. They are perfectly able to speak for themselves and one of them will speak for himself but I think Mr. Edmonds will bear me out when I say that one of the secrets of the abundant good times we had in Avenue No. 3 was the fact that we had 'Parson' Waterous. He was always around and always good-natured. I remember my wife saying to me, 'Why, what friendly people they are, those Brantford men. There is Mr. Waterous, he comes to me and asks me to sew his buttonholes (applause) and to fix his cuffs, which I did. I rather like that kind of man. We didn't need to be introduced; we introduced ourselves.'

THE BUSINESS SIDE OF THE TRIP

Let us get away from that then for a minute and consider this trip from a business man's point of view. We went to the Pacific Coast. Is there any one of us who is not the better of that trip to the wonderful country between Calgary and Edmonton? Could any amount of reading of statistics of boards of trade, reading of geological reports, reading of agricultural blue books have given us the notion of that country, of its products, of its possibilities, of its people, of its vast expanse that we got by seeing it? We went 'thar,' gentlemen; we saw those great ranges and the rangers; we saw bunches of horses and herds of steers that you cannot see in this country. We saw the farmers and we talked to them; we saw their farms and their stacks and their stooks; we saw their families and their houses; from Edmonton we saw that wonderful river; we saw the exhibition at Strathcona and that wonderful view we got from that tall schoolhouse of that marvellous land. By the time we came back I venture to think, Mr. Chairman, we had realized that there is an enormous country there for future development. We went to the Coast and then back through the Kootenay; we saw the mines and mine operators; we learned something of their difficulties and grievances; we understand I think better than we ever did before what they must contend with.

Then you business men, you manufacturers, depend upon it, you did a good thing to go 'thar,' because if you didn't see your old customers and make new ones, if you didn't look at the people's shops and their stocks and their districts—if you didn't observe all these things while you were on your winding way you are not the kind of business men I take you for. I apprehend that your business will be the larger or safer for it hereafter, and perhaps both. That is one of the practical elements that appeals to me in a

trip of that kind. You see things and the people you are interested in, and you learn as you go, if you have got your eyes and ears open, and I am very much mistaken if our eyes and ears were not open and if we did not get plenty to fill them before we came back.

COMMERCIAL VALUE OF SCENERY

We have seen in this trip of ours a great many peculiar people, indescribably peculiar in their language and peculiar expression; we also saw a great many delightful people and delightful things. Talk about scenery! Do you want me to talk about scenery? Do you expect me to attempt to describe such scenery as we saw? Oh no, gentlemen. But I have heard of people who do not believe scenery is any good. I myself have heard a man say he does not see any commercial value in scenery. I ask you will any Swiss tell you that their mountains and valleys, that their glaciers and peaks, that their wonderful lakes and all the beauty of that wonderful land have been of no financial or commercial service to Switzerland? Go into the enchanted land made famous by Scott and then come back and tell me that scenery and the accompaniments of scenery and the literary descriptions of scenery are of no value to a country. We do not need to go so far, gentlemen. Let me ask you to think what the value to the Canadian Pacific Railway is, of the scenery of our western country. In that portion of their yearly accounts which deals with it and other elements that go to the earning power of that great corporation, you will find a very large portion indeed of the earnings of that road come from their chalets and hotels placed in the midst of the most enchanting scenery, which attracts people from all over the world. I am not sufficiently well travelled to compare great things with small or great things with great, perhaps, but I defy any man who has a soul in him, any man with a perception of beauty to go through that wonderful Frazer Canyon, to go through the Strait of Georgia, to see those great mountains of Banff and not be uplifted and not be impressed and not be more than ever proud of his country to whom the great Creator has given such wonders. (Applause).

THE WESTERN RECEPTION

The reception that we had all along the route was something very gratifying. We were enabled to realize everywhere we went we were welcome and it was impossible to go anywhere that we did not meet some eastern people and there was exemplified here and there a broad spirit, a spirit of Canadianism, a good sound loyal British spirit that rejoiced the hearts of our worthy President and every man who wants this country to become greater. We met this notably in Regina; we met it at Winnipeg, Victoria, Brandon, Deloraine and at other points. There was good speaking and o

the right vein and of the right spirit which encouraged us more than ever to believe that by getting together, by visiting each other, by more and more understanding each others' wants and each others' failings and each others' circumstances we might get to know what this and that part of the country needed; because, I tell you, gentlemen, it is no light task to legislate for so enormous a country as this and for people so far apart, with such differing interests, with such differing views.

We want to understand our Western brothers. We want them to understand us and the way to arrive at that is to have visits interchanged; to have something more than newspapers; something more than electioneering speeches and something more than pamphlets which set about to describe this and that.

If you can see these men and converse with them you will do them and your business and the country good. I thank you very much for your attention." (Hearty cheers).

President Drummond then called upon Mr. William Spratt, of Hamilton who responded with two songs, "The Highland Man's Toast" and "The Girl I Left Behind."

MR. EDWARD GURNEY



was the next speaker. He dealt with "The East and the West, their dependence and unity." He said, "Mr Chairman: Unlike the last speaker I shall confine myself to the fifteen minutes allotted to me.

I have reason to feel a degree of enmity towards that gentleman, which causes me, and will cause me in all future time, to take every opportunity I can to call him down. In a recent publication of his he declared that the humor of which I am guilty is of a gloomy order; that during the recent visit to the west I refused to make speeches; I wouldn't sing a song and wouldn't tell a story. Now, these are not facts for I believe that I made the best speeches that were made on the occasion. (Laughter and cheers). That was a great occasion, the greatest in my experience. Great in the company, great in the surroundings, great in the scenery, great in the brotherhood of Canadians through the length and breadth of the land, great in all that constitutes greatness. I have since that time been so impressed that I have 'seen men as trees walking.'

DEVELOPMENT DUE TO CONTACT

It has been difficult for me to get back to the standards of ordinary business life. I have been led to think of the course of man in history; of the conclusions of philosophers

regarding the education and development of men. It is universally recognized now that that development has come from contact. That the men who started from Persia for Greece carried back from Greece the civilization of Europe, and that the men who in turn went from Greece into Persia, passing through Jerusalem, carried back not only the religious tendencies of the Jews, but also carried back with them the civilization of Persia. And looking back over the history of the Anglo-Saxon race I am constrained to think that, if God was in the development of the race in the instance to which I have referred, he was no less in the development of the Anglo-Saxon race in its start from England to New England. Sir, it is a remarkable history. A band of a few men with their wives starting out and settling on the bleak coast of New England for the purpose of establishing a commonwealth based upon religious and civil liberty. The history of it is known to you as well as to me; their privations, their heroism, the magnificent course through which they went to a result of such magnificent manhood as was there developed. Sir, they had no sooner settled upon that coast than they in turn began to establish their own standards and to accomplish in that little community that from which they had run, and they in turn began to persecute the Quakers, began in turn to turn out the people who had as much right to their liberties as they themselves had in leaving Europe. The time came in the political development of that country when it became necessary for the New Englander to renounce a king—and he was not much of a king—but such as he was there was a section of the people who believed in the royal idea so much that they were willing to hold upon the throne that particular king, and through their standing by a principle in which they believed, we have to-day a king who is 'every inch a king' (Applause).

THE STRAINING OF THE RACE

The straining of the race through New England to Canada has given us a body of citizens here, in my opinion, unequalled by any in the world. (Applause) And from the contact that we had from the men in the west I cannot help but think that the best has strained through us and gone there. Throughout our whole trip,—and whether others were careful to note it or not, I was,—I did not find a man who was not a thorough believer in our present form of government. The other day in New York at a business meeting a man said to me, What is the matter with you Canadians you do not want to join us? I said, Sir, because we don't want to have to carry a pistol in our hip pocket. (Applause) We have, through accident if you will, through fate if you will, through Providence I prefer to think, a body of law, a constitution which is unique

and which is not equalled by anything else in the world. So far as the King himself is concerned, I think if I were to make a close analysis of the mind of every man in the room I should find that you agreed with me that the King stands to us for that body of law; he stands to us as the embodiment of that constitution; he stands to us for Canadian civilization and we do not worship a man. We are prepared to stand for the things that we have because we regard them as valuable. And I find throughout the west that there is perfect agreement as to that point. They believe in Canadian civilization; they believe in Canadian nationality and they believe in preserving both.

WESTERN VIEWS ON THE TARIFF

Now, sir, if you will trace the history of the United States from the beginning to which I referred a short time ago up to this time you will find that that cleavage between the east and west was a fact of very great significance. The west of thirty years ago looked upon the east as their oppressors because they were their manufacturers. They did not consume all the grain that was grown in the west but they supplied the west with all their manufactures. To-day there are more goods manufactured west of the Niagara River than there are east of the Niagara River. There are more goods manufactured west of the Detroit River than there are east of the Detroit River; and it is worthy of our consideration and the consideration of the people of the west to note that these manufactures of the west were placed there by the manufactures of the east and the tariff which is a burden to the people in the west in thirty years from the time I stand here is to be looked upon as a beneficence in the west and the people in the west of the United States are stronger supporters of the tariff to-day than the people of the east. How is it that all the free traders you will find in the United States to-day are east of the Detroit River? And I think you will find the great majority of them in great cities like New York and Boston.

THE CONDITIONS NECESSARY TO MAINTAIN NATIONAL LIFE

Now, the lesson to us is obvious. What we want to do and what every man in Canada to-day wants to do is to preserve our nationality; to provide all the conditions that will preserve this magnificent heritage that has come to us; and what are those conditions? Living as we do in close contiguity to the United States, making the same classes of goods they do, we must have conditions that will protect us from their overflow. (Hear, hear) Now I am satisfied from all the conversation I have had with business men, Grit and Tory, there is but one opinion and that is that we must preserve the conditions; we must perpetuate the condi-

tions; we must even create the conditions that will give us a chance to maintain this national life.

Mr. Chairman, it is time that the individual Canadian did begin to do his own thinking. (Hear, hear), If there is any one thing in the history of this country that is deplorable it is that Mr. Gamey is 'a good man' in one camp and 'a devil' in another. It is that in a great question affecting the destiny of the country, a man is a free trader presumably if he is in one camp and presumably a protectionist if he is in the other. Why, sir, the thing is beneath contempt. We have committed to us a grand destiny. Our fathers fought for it; our mothers suffered for it; the whole world has contributed to place us in the position in which we find ourselves to-day with opportunities unequalled by any growing nation in the world, and we bring to it not our intelligence, not our independence as thinkers, not our independence as individuals or as voters, but we come to look at it, (God pity us!) as Grits and Tories." (Applause)

At this stage Mr. Sturrock sang "The Deathless Army," which was greeted with applause.

President Drummond next called upon Mr. Lloyd Harris, of Brantford to speak on "The duties of Canadian Manufacturers towards the West."

MR. LLOYD HARRIS



Mr. Harris in his opening remarks expressed appreciation of the honor which had been done him in asking him to speak on this subject; he did not know why he had been chosen unless it was that Brantford had done more for

the west than any city in Canada. It was a pleasant duty for one to point out in others what their duties should be. He considered the first and greatest duty of every Canadian Manufacturer and of every Canadian, was to know not their West but their Canada. He wished to express his appreciation of the magnificent work which had been done in this respect by the Canadian Manufacturers' Association. This Association was organized on no narrow lines; it was a great Canadian and national organization which they could all be proud of, for had they not organized two of the most wonderful pilgrimages for their members that any society in Canada had ever organized in the past, with the object of bringing those members in contact with other Canadians in other parts of their country, and in this way allowing those members to hear from other Canadians in other sections their problems and diffi-

culties, because it was necessary they should know them. They did not want to listen to these problems from other lips, but to get them first hand, and when they were known it was their duty to assist by every means in their power in helping to work them out. In visiting the West one cannot be there for many hours without realizing that the great problem is that of transportation. It will be so for many years to come, and it will take dollars out of the pockets of the western people where the tariff will take cents. Therefore, they as Canadian Manufacturers should seek to study this problem and to become familiar with it and to look at it through the same eyes as their western friends and neighbors.

WESTERN AUTONOMY

Every farmer, if he settles off a line of railway anywhere from ten to sixty miles, has his transportation problem. They do not care how railroads are built or where the money comes from, but they say, build the railways. He thought that the Association would help them on their transportation problem by assisting them to get something they are demanding at present. In Manitoba, which was now on a provincial status, they could look out for their own transportation questions to a very great extent, the result being that Manitoba is now pretty well a net work of railways in all directions. But in the vast territories to the west where for miles they have no railway facilities of any kind, the people pouring into that country were naturally clamoring for better railway facilities and they found themselves absolutely unable to do anything in getting these, for the reason that up to the present time they have no autonomy. We hear and read about the tremendous amount of population and emigration going into that western country; these people are mostly at the present time settling in the Territories, but the Government of the Territories have no power in their own hands to do anything. The governments of the Territories cannot charter railways; cannot incur debt; have no land at their disposal, the Crown domain being vested under Dominion authorities. And their taxing powers are quite limited. Practically the whole revenue for the running of the Government is obtained in the form of toll from Ottawa. The people in the Territories have told him that if they had power to charter railways in their own hands, there are lines of railways that would be built to-morrow, because they are a business proposition in certain sections of the Territory and could be built without any government aid whatever. He for one felt it was his duty to help them get what they were asking in this respect. He said, "I believe the Territories should have autonomy; I believe they should be given Provincial status, they understand their needs a great deal better than we do in the east; they can handle their own Government bet-

ter than we can handle it for them. If we can assist them in this I think we are doing a very great duty toward our friends who have settled in the Territories.

THE SALMON INDUSTRY IN B. C.

The grievances which they heard the most of while in the west were those from the salmon canning industries and the British Columbia timber men. The salmon canning industry is in a bad position and the men engaged in it are very much afraid, unless something is done to bring them relief, that the industry will be lost to them entirely within a few years. At present the control of that industry is in Ottawa. What they ask is that this shall be placed in the hands of the Provincial Government in British Columbia. It is the second largest industry there. For the four years previous to 1902 the average salmon pack was \$4,000,000 annually, and the number of people employed was about 19,000. For the year ending June 30th, 1900, the revenue derived by the Dominion Government from the whole of the fisheries of Canada was in round figures \$80,000; of this amount British Columbia contributed \$53,000. The amount of the total Dominion expenditure on fisheries was \$411,000, of which British Columbia received \$13,000. The pack this year was much smaller than for previous years, and as no adequate means are taken to protect the future supply there is no chance of getting it up to the average of previous years. First, they ask that a local fishery board be established under Provincial Government supervision composed of men of experience in the business, such board to be strictly non-political, and empowered to make all requisite by-laws in connection with the conservation of the fish supply. Second, that the previous method of raising a revenue by license be altered and that the license be reduced to say not more than \$2.50. That the fishery board be empowered to levy an assessment on all salmon packed or cured in British Columbia, the revenue to be used solely for the conservation of the industry; that the local fishery board shall act as advisory board with the Dominion Government in all matters in connection with the regulation of fisheries. With reference to an assessment it has been suggested to produce \$37,000 per annum to be used for the purpose of equipping and maintaining hatcheries at different places. He urged those present to assist the British Columbia Salmon Canning Association in getting what they were after. They could all do something if they would start out to do it, and he intended to use any little influence he might have in that direction.

GRIEVANCES OF THE LUMBER INDUSTRY.

The other industry was the lumber industry. If anybody could tell him why, in a country where we had so much lumber as in Canada, we should not protect that lumber

industry and allow that lumber to be sold exclusively to Canadians, he would like to know it. If they were going to have a good Canadian policy one of the things they ought to see done at once was that the British Columbia lumber men should have a duty on lumber coming into British Columbia. They had magnificently equipped mills; they had all the raw material that any had on the face of the earth; they were the finest and keenest business men he had met in a long time and yet they had competition in their market with the lumber interests of the South in such States as Washington and Oregon, where the duty on lumber going in was \$2 per thousand and on shingles thirty cents per thousand.

"Prominent representative men in the west have told us they would rather buy Canadian than imported goods. They say they are well pleased with the goods from Canada and the only complaint they have to make is that we cannot supply enough of them." "Now, gentlemen," Mr. Harris said, "it is up to you to supply that trade. We have adopted a motto called 'Made in Canada.' Do not let us send anything out with this motto on it underneath a certain standard; let us make a reputation for that motto, for that standard. Let everybody feel and let everybody know that when they buy any goods with 'Made in Canada' on them they will recognize at once those goods are of the very best quality and have the very best workmanship in them; that they have got brains and honor. If we can turn out such goods as that we can not only control the trade of Canada but a good part of the trade of the world.

'CANADA FIRST AND CANADA ONLY.'

Mr. Gurney closed by saying, I don't know whether I have his exact words or not, 'For Heaven's sake let us think for ourselves; let us be individuals; let us have individuality; I am speaking to the younger men. I do want them to use the intelligence and brains that our kind Creator has given to them. He has given them I think more than the average quantity of intelligence and brains that a good many young men of other countries have. Let us use those brains of ours and intelligences, in thinking out and studying our Canadian questions. Let us at all times take as our motto 'Canada first and Canada only.' (Applause).

PRESENTATIONS.

At this stage a very pleasant change in the program was made by the presentation to Messrs. C. A. Birge, P. W. Ellis and W. K. McNaught of medals signifying their initiation into the Ancient and Honorable Order of Perfect Gentlemen; and to President Drummond and Vice-President George two handsomely bound volumes containing the autographs of all the members of the Pacific excursion party. Mr. Harry Cock shutt, of Brantford and Mr. J. M. Taylor, of

Guelph conducted the ceremony of presentation in their own happy manner, after which the recipients responded in a few words indicating their high appreciation of the souvenirs.

The President next called upon Mr. Noel Marshall to speak on the Mines and Minerals of British Columbia.

MR. NOEL MARSHALL.



Mr. Marshall said he had never yet visited mines that were being conducted on more business-like principles than the mines in British Columbia. Many of them had visited the Le Roi, Centre Star, & War Eagle

Mines, and while it was known that millions of dollars had been lost, yet to-day in many of them it could hardly be wondered at that the men had the courage and heart left to put their money in, feeling that they would yet attain success. He felt quite hopeful that they would. The bank manager had told him that Le Roi had paid back every dollar of honest money that had ever been put in it. In the year 1900, out of \$16,000,000 worth of minerals produced for the whole Dominion, British Columbia had produced \$15,000,000. In the year 1901 out of \$31,000,000 produce for the whole Dominion, British Columbia had produced \$21,000,000.

THE CROW'S NEST COAL FIELDS

On their way home it was their privilege to visit what he believed to be the greatest coal country under the canopy of Heaven, the Crow's Nest fields. He had noticed in reading the paper that the output of Crow's Nest coal last week was nearly 17,000 tons, or an average of 2,789 tons a day. From his experience in that particular line of trade he thought inside of ten years that company alone would produce 15,000 tons a day, and having produced it they would have a market for it. He said, "We are not very far from the time, in my opinion, when anthracite coal will be a luxury. I believe the soft coal in our western country, after it has been reduced to coke, will become the fuel of the country. Fancy the untold wealth in that western country! The west is coming to owe fully as much to its mines as it does to its farming lands. Less than fifty years ago the whole United States produced less than three and one-half million tons. In the year 1902 the production of coal in the United States was 270,000,000 ton. There are 65,000 square miles of coal strata between the Red River and the Rocky Mountains. In many places along the line coal could be seen cropping out from the banks. In Strathcona they had coal right in the town and were stopping the

mining of it within the town limits for fear it would interfere with the foundations of their buildings. In Edmonton a ton of coal could be bought for seventy-five cents plus the cartage.

WINNIPEG YESTERDAY AND TO-DAY.

In 1875 when I first went to Winnipeg the only things we had to keep clear of were the grasshoppers. I lived in that country for nearly two years and never saw a blade of grass. There was not a grain of wheat growing. Everything we had was in the shape of condensed foods or condensed milk; and to go back there in some twenty-seven or twenty-eight years and see a city with sixty thousand people, a city that passes more wheat eastward than the great city of Chicago, gives us something to hope for in our great Canadian west.

I have not referred to the mines at Lethbridge and many other points. The great question that the west has to grapple with is that of transportation. I think that is rapidly being overcome so far as the provinces are concerned. We have the Canadian Northern, The Grand Trunk Pacific and the Canadian Pacific, and I want to say frankly for the Canadian Pacific that no man who has not been to the Pacific coast knows what a railway is. I claim every man owes it to himself, as a pleasure, and to his country and to his children, as a duty, to go to the coast and back."

In closing, Mr. Marshall thanked them for their attention and said he esteemed it no idle honor to address a meeting of this kind.

PRESIDENT G. E. DRUMMOND



President Drummond said that it had fallen to his lot to speak to the question: "The Canadian Manufacturers' Association and its interests in Western Canada, and the interests of both the East and West on the permanent prosperity of Canada."

After the glowing pictures of the beauty, fertility and boundless wealth of our Western Canadian territory, which we have had presented to us to-night by our good comrades, Gurney, Hedley, Harris and Marshall, you might as well ask me of what interest to the chosen people of old was the promised land that they were commanded to "go in and possess." Those of us who were fortunate enough to be of the party which you sent out of this good City of Toronto on Saturday, September 19th, to "spy out" the wondrous West, were simply thrilled with pride as Canadians to realize that we shared in the ownership and citizenship of the splendid land through which we

travelled from the sentinel City, Winnipeg, standing on the confines of what, but very recently was known as the great "Lone Land" until we stood by the waters of the Pacific at Vancouver and Victoria, the gateways to the Orient.

PRIDE IN THE WEST

If we were proud of Manitoba yielding at the touch of a few thousands of good Canadians its incomparable wealth of grain, if we realized with pride and satisfaction that as a ranching country Alberta stands almost unequalled, if we were lost in wonder at the fertility and wealth of the valley of the Saskatchewan, and marvelled at the riches of mine, forest and fisheries, not to speak of the magnificence of mountain scenery in British Columbia, yet our greatest pleasure, unquestionably, lay in the opportunity of meeting those strong, vigorous, loyal Canadians, who are doing the pioneer work of the great Western Section of our own country. The genuine heartiness of their greeting and the splendid hospitality which was extended to us, we will not soon forget. In the people of the West we had and have the interest of a common heritage, with the same great traditions, one in language, one in religion and with the strongest of bonds binding us together for the future—the bond of a common purpose, a mutual aim, the up-building of Canada and the strengthening of the tie that binds us to the Empire. Those of us who visited the West learned to know that our brothers out there are just as strongly Canadians in sentiment as we are, and just as earnest in the desire for a broad, efficient, Canadian policy for the up-building of the whole Dominion. Our visit, too, made us realize, as never before, the riches with which God has blessed this Dominion and the obligation that rests upon us, both East and West, to plan and develop wisely. Surely no young nation ever started out under happier auspices, rich in natural resources, backed ("Alaskacitis" to the contrary) by a powerful loving Mother Country, enjoying free institutions, and representative Government to the fullest degree, governed and protected by laws that are based upon justice and equity, and which are carefully and honestly administered. We certainly start right in a national sense.

LACK OF POPULATION

Turn to the material, for we cannot have a happy and contented people without material prosperity. Every possible measure of Government and people must be taken to ensure the prosperity of Canada upon as permanent a basis as possible, and in this connection, perhaps more than any other, lies a work that this Association can and must do for the West and for the East alike. Unquestionably, Canada has already made progress in many ways. Statistics evidence that in the mileage of our railways, in our canal equipment, in our registered

tonnage of sea-going shipping, in our foreign trade and in our Savings Bank deposits we rank high in proportion to our population. In proportion to our population—there is the weakness, lack of population. Our latest census returns in respect to population are disappointing and well nigh inexplicable when we consider that no country in the world is richer in undeveloped resources of field, forest, mine and fisheries than this Dominion, and that, therefore, no country should be more attractive to the people of other lands.

Why is it that, for years, the emigrant who came in at Quebec passed out at Suspension Bridge or Sarnia?

Why is it that hundreds of thousands of strong, capable, young Canadians are to-day residents and citizens of the United States instead of remaining to help in the development of the resources of their own country?

LACK OF CONFIDENCE

Why is it we are still importing annually into this country, as the Honorable Geo. W. Ross so well said the other day, millions of dollars worth of goods that Canada herself is adapted by nature to produce, and which our exiles might well have been employed in producing in Canada. The more one looks into these grave questions, the more one realizes that the country itself is not to blame, but that our fault as a people has been lack of confidence in ourselves and in our resources, and, in consequence thereof, the lack of a strong definite policy, national and permanent in character, framed to meet the conditions under which we have been working, framed and designed to accomplish quickly and surely the development of our resources, and to make this work of Canadian development attractive to capital and labor, designed to establish and maintain diversified employment for our people throughout the length and breadth of the Dominion, and to keep such industries and pursuits safe against the operation of the measures which our powerful commercial rivals to the South have consistently, unitedly and successfully followed for many years in their effort to control the trade of this North American continent.

THE FUTURE

As to the years that have gone, "Let the dead past bury its dead." Let us now awake to a realization of our opportunities and of our obligations, and let us unite in adopting measures best calculated to bring success. Let policies, fiscal and otherwise, that we Canadians inaugurate hereafter be far-reaching and thorough, not timid, half-hearted and inadequate. With such a united and efficient policy, labor and capital will do the rest, and our population will increase by leaps and bounds, creating a home market of vast importance to our East and West alike.

The Canadian Manufacturers' Association, national in character and above all party politics, is the most representative Canadian organization of the day, with a membership of thirteen hundred and fifty, including the leading manufacturers from every province in the Dominion, and representative of almost every line of industry, with branch offices and resident secretaries in the principle cities of Ontario, Quebec, Nova Scotia, Manitoba and British Columbia, in constant touch with all questions affecting the material welfare and progress of all the provinces and of the Dominion of Canada as a whole, we are surely in a position to speak with some authority as to the trade policy best suited to protect and conserve Canadian enterprise and pursuits, and to encourage the rapid development of our natural resources. As a nation of producers—workers in field, forest, mine, factory and allied interests, we Canadians must have a sure and certain market for our products, and we must safeguard that market by every possible means.

OUR TWO MARKETS

The two great, and practically only, markets available for Canadian products to-day are, firstly, the home market, and secondly Great Britain, the Mother Country. From the markets of all other great industrial nations we are shut out by the existing systems of prohibitive tariffs, under which their native enterprises have so prospered, that to-day their surplus products for export must be reckoned with seriously and at once, if we are to preserve our markets, our national prosperity, and, indeed, our national existence. We have two great markets, therefore, to protect, develop and exploit. First, the home market, and second, that of the Mother Country. Our policy, therefore, must have a double purpose, namely, to conserve, if possible, these two markets to the Canadian people, and in the case of the British market to transfer orders for our surplus requirements to our own customers, the producers of the Mother Country.

Our first duty, unquestionably, is to our own Canadian people. The best we have to give must be conferred upon those who live within the borders of the Dominion, who labor in our work-shops, on our farms, in our mines and forests, on our railroads, who carry on the work of the country generally, and who pay the necessary taxes for the administration of the affairs of this country.

We must all realize as a prime factor in this great question that we cannot afford to lower the standard of living in Canada. Labor must be as well paid here as in the neighboring republic or our people will continue as in the past, to cross the border in search of better things. If, however, we do pay the same wages as those paid in the United States, then we must have the same protection for the products of our workmen

as the tariff of the United States affords to the products of American workmen.

The policy of the age is protection to home industries and enterprises. This is well evidenced by the agitation taking place in England at present. In so far as our home market, Canada, is concerned, we also must adopt the same measures as our rivals, and in adopting such measures must make them thoroughly efficient.

With regard to the Mother Country, while in the opinion of this Association, our customs tariff should primarily be framed for Canadian interests, it should nevertheless, we think, give a substantial preference to the Mother Country, and also to any other part of the British Empire, with which reciprocal preferential trade can be arranged, recognizing always that under any conditions our minimum tariff must afford adequate protection to all Canadian producers.

OUR POLICY

We favor an immediate revision of the present Canadian customs tariff and the adoption:

1. Of a general tariff, framed especially to meet Canadian conditions, based in principle upon and approximating to that now in force in the United States, a tariff that shall protect Canadian industries and pursuits as efficiently as the tariff of the United States protects the industries of that country. (See foot note).

2. We favor a policy of reciprocal preferential trade within the British Empire whereby through readjustment of their respective fiscal systems the United Kingdom and her colonies will each grant to the products of the other a substantial preference as against the products of *foreign* countries.

We are of opinion that a preference as against the products of foreign states is all that we can reasonably expect one from the other under existing conditions, or that it would be in the general interest of the Empire to arrange at present. We believe that to make our present Canadian preference of 33⅓% in favor of Great Britain of real value to her as against her foreign competitors, the base of Canada's general tariff must be raised sufficiently to make the percentage form of preference really effective. The 33⅓% preference is of no service whatever to British producers in enabling them to meet the slaughter prices of their foreign competitors if the article they desire to sell us is, as in the case of steel rails, for instance, on the free list of our Canadian tariff. In such case, we have nothing to give. We are precisely where our British friends are in respect to their present fiscal system.

Our present tariff on many lines of goods that Britain might well supply us with is far

too low and therefore the percentage of preference is of little value. With a better and higher tariff the orders for many lines of goods for our surplus requirements which are now going to the United States and Germany might be transferred to British work-shops.

The adoption of an efficient general tariff by Canada will not only have the effect of encouraging development of Canadian resources which will be in the best interests of the Empire itself, but for the reasons mentioned will much more effectively than now tend to divert to Great Britain our orders for surplus requirements, which with a growing population will always be more or less great.

We in Canada must, however, of necessity provide that under any conditions the minimum tariff must afford adequate protection to all Canadian producers, so that the high standard of wages and living in Canada may be retained on a parity with the wages of the factories in the United States and the conditions of living in that country. If such a policy as I have outlined, and which this Association strongly favors is put in force, I believe that no section of our people will be more greatly benefited than our Canadian agriculturalists. They will be the first to benefit by securing a preference for their products in the Motherland, and will at the same time by such a policy ensure the development of the best of all markets—the home market.

MANITOBA'S FUTURE

In connection with this question consider for instance, Manitoba's future. Competent authorities assume that within the next ten years Manitoba will have ten millions of acres of land under cultivation. Computing the increased acreage in ten years by last year's acreage in crop, Manitoba will then be producing in one year over 168,340,280 bushels of wheat, 92,655,290 bushels of oats, 21,787,160 bushels of barley and in all grains 283,933,860 bushels. Assuming a similar increase in acreage in the territories and making allowance for varying local conditions, it is computed that the production in Manitoba and the territories ten years from now will be 350,000,000 bushels of wheat, 200,000,000 bushels of oats and 50,000,000 bushels of barley. This is given on the authority of the Deputy Minister of Agriculture of Manitoba.

The average requirements of Great Britain yearly are, say in the vicinity of 175,000,000 to 200,000,000 bushels. The question that will, therefore, in due time confront agriculturalists of the West, and indeed the farmers of all Canada, is where shall we find a market for say our wheat in ten years from now. The answer to that question is, or should be, "Right here in the home market."

"TRANSFER THE FOREIGN MARKET"

It is imperative therefore, that we follow the same policy as the United States did, namely "Transfer the foreign market" in the shape of consumers to our own country, by making Canada attractive as a place of permanent residence for the people of less favored lands. This policy has placed the United States in the enviable position that over 90% of her farm products are consumed at home. We ask that our fiscal policy be framed to establish diversified employment and to develop our latent resources throughout all the Provinces of the Dominion in the West as well as in the East. With such a policy labor will follow capital and a rapidly increasing population will soon provide the Canadian farmer with a more important, more profitable and surer market at home than even the one to which he now looks in the Motherland. Many signs point to a general election in Canada at an early date. We therefore state our views once again tonight, so that there may not be any possible doubt as to the position which this Association takes in reference to the fiscal policy which is absolutely necessary for Canada. We believe firmly that the people of the Dominion are with us for an efficient policy that will preserve Canadian interests everywhere.

TRANSPORTATION

The interests of the farmer and the manufacturer are one in regard to transportation and the interests of the East and the West are indetical. Canadians must stand together for increased and increasing transportation facilities that will serve to facilitate intercourse between us and enable us to market our products whether they be from the West or the East at the minimum of cost and on a basis which will enable us to meet and overcome foreign competition with our products, whether of the farm or workshop. To enable the railroad companies to do this at reasonable rates, we must in all fairness provide them with shipments both West and East. The West must purchase from the East and the East from the West. This interchange of commodities was the policy that the Fathers of Confederation had in view when they formed this Dominion out of the scattered provinces, and this is the one policy that will serve to weld us into a solid homogeneous nation.

VOTES OF THANKS

At the close of President Drummond's address, Mr. C. A. Birge rose and said: I move that the thanks of this meeting be tendered to the speakers, Messrs. Drummond, Hedley, Gurney, Harris and Marshall for their able and interesting addresses. Let me say particularly that I am sure the address of our President outlining the position of this Association, is one that is not only admirable but necessary. We can-

NOTE.—It is not intended that the Canadian tariff shall be item for item the same as that of the United States or that it shall rise and fall with the tariff of the United States. Canadian conditions must be taken into consideration in regard to every individual item.—G.E.D.

not urge too strongly or place too prominently before this country the position which we take on the fiscal policy, in endeavoring to educate the people of the east and west up to the necessities of how to protect our home market for Canadians, and to provide better facilities for reaching the market of the Mother Country.

Mr. P. W. Ellis—I second that motion, I am glad the President has undertaken to speak seriously upon matters that are of such moment to every one of us. In addition to having a jolly evening it is meet and proper we should on occasions of this kind send forth the serious views of the captains of industry of this grand Dominion.

The motion was carried amid applause, after which Mr. Lloyd Harris replied briefly to the motion of thanks, and expressed his hearty approval of every word contained in the important utterance of the President upon the true Canadian policy.

The banquet closed with the singing of "God save the King" and "Auld Lang Syne," at 11.20 p.m.

GRIEVANCES OF WOOLLEN TRADE

Position of Cloth and Tweed Manufacturers —Tariff and Trade Practices against them

The *Toronto Globe*, of November 24, published the following letter regarding the condition of the Canadian Woollen Industry:

In view of the new conditions created through the forcing of preferentialism into very great place in the field of Imperial politics, and the larger obligations colonials will be called upon to assume in the furtherance of its consummation, introspection of the effects of several years of practical application of the Canadian tariff should not be unprofitable, though the inquisition may reveal sufficient weakness to cause considerable inquietude to other than manufacturing interests. Without any qualification, the present preference has adversely affected not a few Canadian manufacturers, and its effects on the woollen industry furnish an apt illustration of the demoralization possible to a manufacturing enterprise. For several years that industry has had an extremely vicarious existence. Not only has it been sacrificed for a veritable delusion, but the abuses and obnoxious practices fostered under the tariff have been extremely disastrous and demoralizing.

CLOTHS AND TWEEDS

In treating of the woollen industry let it be fully understood that the reference is to cloth or tweed manufactures only, used almost exclusively by wholesale manufacturing clothiers. During the period covered by the preference, the customs returns show an enormous increase in the value of cloth importations, and not only is this the case, but the value of both English and Canadian productions having depreciated many points, the returns indicate a much larger increase quantitatively than is apparent from the sum total of the entries. This increase has been out of all proportion to the growth of the population. The figures given, compiled from the returns of four specific periods, furnish an exposition in its continuance presaging irretrievable disaster:—

| | |
|-----------------------------------|-------------|
| June 30, 1897, cloth imports..... | \$4,474,000 |
| June 30, 1900, cloth imports..... | 6,491,000 |
| June 30, 1902, cloth imports..... | 7,250,000 |
| June 30, 1903, cloth imports..... | 7,690,000 |

The last amount is partly estimated, the complete returns for 1903 not as yet being available, but it is sufficiently accurate for

practical purposes. From these figures it will be seen that the increase in six years shows the enormous growth of \$2,916,000, or 61 per cent. During the same period there was a steady and almost continuous depreciation in cloth quotations, amounting in the average to 22 per cent., and this fall in prices requires to be taken into consideration when making a comparison of the relative value of the imports for the year ending June 30th, 1897 and 1903.

On the basis of an equality in price quotations for the respective years 1897 and 1903, the quantitative increase in importations shows the very enormous gain of 109 per cent., which would raise the value of imports for the latter year to \$9,959,000.

The increase alone would furnish employment to some 4,000 operatives and disburse in wages annually \$1,200,000. Its non-production accounts for the large number of textile operatives seeking more remunerative fields in the United States.

RAW MATERIALS HIGHER

Contrary to all commercial usage and procedure, the fall in prices occurred during a period of great activity in raw materials, and an abnormal demand for all classes of textile manufactures. Wool, the primary factor in the manufacture of tweeds, has steadily advanced, being held almost continuously during several years at very high prices. Early in the year 1900 many grades were quoted at 75 to 100 per cent. in advance of what was considered their normal value, and prices asked at present are on a parity with, or slightly higher than the quotations of that time.

SCYLLA OR CHARYBDIS

What with the low tariff, an advance of 75 per cent. in wool quotations and a reduction of 22 per cent. in the prices of cloth, the Canadian tweed industry has no choice but Scylla or Charybdis. Whilst workmen in almost every line of the mechanical arts are greatly enhancing their personal welfare and profiting by the unprecedented industrial activity, the woollen operatives have to witness a prosperity in which they are denied participation. Their wages which should have advanced on a scale proportionate to

the general prosperity and higher cost of living, have remained almost stationary. Any movement affecting their pecuniary position has largely been in the way of retrogression. One or two mills have within recent dates granted minor concessions, mostly in the way of shorter hours without reduction of pay, to time hands only. Piece workers, which constitute more than half of the employees, were adversely affected by the change, losing thereby possible earnings with the loss of time.

Time and again have woollen operatives been suspended, to be re-engaged, when possible, a few weeks later at reduced salaries, or otherwise to have their places filled with cheaper help. The existence of such conditions and the practice of such despicable policy can have but retrograde results—a lowering of the standard of labor and its attendant, the standard of living. This to some extent has already been accomplished.

The intelligent and ambitious finding a more adequate reward for the expenditure of energy in those lines of manufacture offering higher wages and greater opportunities, the less remunerative and lower occupations are left for the sustenance of the physically poorer and least resourceful and progressive of the population. Upon this latter class the Canadian woollen mills have for some time, perforce, been compelled to rely for a supply of operatives.

TACTICS OF WHOLESALERS

The larger tweed mills depend upon wholesale clothing manufacturers to consume 80 per cent. or more of their products, and, therefore, unfortunately, those houses constitute the pulse of the trade, and any untoward action on their part is immediately felt by the mills. Buyers requiring to go to Europe for particular patterns, styles and novelties, and having low preferential duties to operate under, yield to the temptation to purchase more largely each year of British or reputed British productions. They are further influenced in augmenting foreign purchases by their ability to command larger profits on them than on the domestic article, a result caused by their own and the public misconception of the intrinsic quality

TRANSPORTATION FACILITIES

*Representative Forwarding Agents at
Montreal, Halifax and St. John*

of the Canadian product. Hence a prejudice exists in favor of imported goods, surmountable only by adequate duties. It was customary for buyers prior to a European excursion to inspect the samples of the various mills and place orders for the bulk of requirements, but of late this has undergone considerable change. Many, though not all, the buyers in the market look over the samples as formerly, and make selections, many patterns chosen being on approval only, but the bulk of the orders are not placed until after an inspection of the foreign markets. The result is that the orders now placed with the Canadian mills practically amount to assortments, being small orders for a variety of patterns, which consequently adds greatly to the cost of production. Further, the approval orders are now subject to revision, and after an inspection of those goods a mill may have many thousands of yards rejected which can only be disposed of at a heavy loss at the end of the season, a circumstance unknown six years ago.

MUCH MISREPRESENTATION

Another very regrettable feature of the sale and purchase of goods is the dire misrepresentation and prevarication that the present system of bargaining encourages. With their requirements very largely provided for through foreign purchases, and a knowledge of European prices, though small appreciation of intrinsic value, buyers proceed to bear down the Canadian market, frequently understating quotations, or by equivocation forcing a conception of lower prices than really exist, in order that such domestic goods as are required may be obtained at prices much below the figures foreign competition actually demands.

Mills, following the custom of marketing their products through manufacturers' agents, have felt this pernicious practice more heavily than those selling directly through their own salesmen. The agent, naturally looking for ready sales and a large commission account, is more susceptible to the influence of buyers, and easily succumbs to their representations. Thus the energies of the agent, which should be directed in the interest of his mills towards the maintenance of prices, becomes but an additional weapon to force a reduction of values.

This complex condition of affairs is primarily attributable to the preferential tariff, which has fostered the growth and furnished the cue for the larger operation of those abuses only intermittently felt, prior to its inauguration.

If the new preferentialism demands from Canada larger concessions than at present obtain, if greater sacrifices are required of those industries that have already conceded much, or if the policy entails a continuance of those practices which have well nigh wrecked an industry, woollen manufacturers should not be scored if they strenuously object to the conditions and appear lacking in that appreciation presumably due to Mr. Chamberlain's proposals.

Toronto, Nov. 21.

MAXALLA.

IN addition to the establishment of a Transportation Department as a regularly appointed branch of the office work of the Canadian Manufacturers' Association, we are pleased to announce in this issue the appointment of special representative Forwarding Agents at the ports of Montreal, Halifax and St. John.

These appointments have been made for the following reasons :

(1) That prompt and reliable services at reasonable rates may be guaranteed to the members of the Association in connection with export or import shipments.

(2) That Canadian traffic might be further encouraged to pass through, and thus build up Canadian ports.

The appointments are as follows :

Montreal—Blaiklock Bros, 41 Common street.

Halifax—T. A. S. DeWolf & Son.

St. John—J. Willard Smith.

The following rates will be charged members of this Association.

Montreal—Forwarding single consignment of car load or less than car load

(a) For members of the Association outside the city of Montreal... 75c.

(b) For Montreal members 50c.

Halifax—Forwarding single consignment of car load or less than car load \$1 00

St. John—Forwarding single consignment of car load or less than car load \$1 00

At all three ports the charges for forwarding shipments exceeding car load lots will be made in proportion to the size and value of shipments and always as low as possible. These charges cover all attention to through shipments, including advice to consignee and seeing that the goods are promptly loaded on board steamers. Members are requested that in the case of shipments arriving at any of these ports, copy of Bills of Lading should be forwarded immediately to the forwarding agents so that shipments may be located and forwarded immediately upon arrival.

It is the desire of the Association that the members should take the fullest advantage of the facilities thus provided, not only for the definite handling of shipments, but for securing shipping information of any kind which will be of service in building up Canadian trade.

ADDITIONS TO THE LIBRARY

A work on Canadian Politics by J. Robert Long, of St. Catharines, has been presented to the Library of the Association. The book is written from the Liberal standpoint and is largely a defence of the Liberal Policy of the past with regard to free trade.

The Chapters mainly concern themselves with attacks on high tariffs, and in addition there are some two dozen speeches by prominent Liberals on various subjects relating to Canada.

The 1903 edition of the American Almanac, Year Book, Cyclopedic and Atlas has recently come to hand. It is a large book containing nearly 1,000 pages, and filled with a vast amount of interesting matter. Statistics are supplied on all imaginable subjects which are too numerous to be mentioned here. The book is now in the Library of the Association, and is at the disposal of any members that may wish to consult it.

The Journals of the Proceedings of the House of Assembly of Nova Scotia Session, 1903, a handsome volume of imposing size, has been received from Halifax. It contains besides the ordinary proceedings of the

House, all the blue books and government publications of the year. These supply an immense amount of information about Nova Scotia.

NEW ZEALAND'S NEW TARIFF

The New Zealand Government has adopted a Preferential Trade Bill, which places a duty of 20% on the following goods, at present duty free, when they are imported from countries, outside the British Empire : Bicycle parts, gas engines, oil engines, gum boots, iron and steel cordage, sheet, bolt and bar iron, printing paper, railroad and tramway rails, sailcloth, canvas and duck, surgical instruments, dental instruments.

Fifty per cent. is added to the duty on the following goods, when from non-British territory : Basketware, bicycles, boots, candles, carriages, chinaware, clocks, cordage, cream of tartar, earthenware, stoneware, fancy goods, toys, firearms, potted fish, lamps, paperhangings, platedware, furniture, carbonateware, glass and glassware, hardware, ironmongery, hops, nails, pianos, paper, pumps.

The duty on tea grown within the British Empire is removed, while the duty on cement is doubled. The bill provides for reciprocity with foreign countries making concessions to New Zealand products.

Labor Column



Liability of a Trade Union to be Sued.

*Suit of Metallic Roofing Co., of Toronto, v. Local Union No. 30—First Case of the Kind in Ontario
—Judicial Decision awaited with much interest.*

THIS action was commenced by Thomson, Tilley and Johnston, of Toronto on behalf of the Metallic Roofing Company of Canada, Limited, on the 22nd of August, 1902, the defendants named in the writ being Local Union No. 30, Amalgamated Sheet Metal Workers' International Association, William Jose (President); Daniel McCrae (Trustee); Richard Russell (Treasurer); S. Cox (Financial Secretary); W. C. Brake (Recording Secretary), and J. S. Chapman (Corresponding Secretary), the claim made by the plaintiffs being for an injunction to restrain the wrongful interference by the defendants with the plaintiffs' business and for damages. It was found impossible to serve the writ on the defendant McCrae and his name was struck out of the proceedings.

In the Taff Vale case, decided by the House of Lords in England, it was held that the union in that case could be sued under its collective name and that if it could not be sued in that manner the proper course would have been to sue the principal members of the union as representing themselves and all other persons constituting the union. There being no reported case as to the proper practice in Ontario, the plaintiffs brought their action against the union in its collective name and, in addition, they sued the officers or principal members of the union as representing themselves and all other persons constituting the union.

THE INTERIM INJUNCTION

The plaintiffs at once applied for an interim injunction restraining the defendants from interfering with their business and an ex-parte order was made by Chief Justice Falconbridge on the 25th of August, 1902, which was afterwards continued until the trial by Chief Justice Meredith in so far as it restrained the defendants from boycotting the plaintiffs' goods. The defendants appealed from this order to the King's Bench Divisional Court, but the appeal was dismissed on the 24th of March, 1903.

The defendants moved before the Master in Chambers on the 5th of September, 1902, to strike out the name of the Local Union as a party to the action on the ground that it could not be sued under that name, but the Master after reserving judgment dismissed the application because he considered the

question should be decided at the trial rather than on an interlocutory application. On an appeal from that order Mr. Justice Street directed that the question should be determined on the interlocutory application and he made an order binding the defendants by the result of the motion so that they would not be able to raise the question again at the trial, and he adjourned the motion so that the parties could put in further material. Afterwards the motion came on to be heard before Chief Justice Meredith on the 29th of September, 1902, but he refused to hear the motion on the ground that it was not a proper matter to be determined on an interlocutory application, and should be disposed of by the Trial Judge and he dismissed the appeal from the Master, but varied the Master's order so as to show that the question should be disposed of by the Trial Judge.

Statement of claim was then filed and the defendants put in their defense in which the Local Union raised the question as to their status and liability to be sued.

THE INTERNATIONAL ASSOCIATION MADE PARTIES

When the writ was issued it was understood by the plaintiffs that the International Association were not parties to the action taken against them by the Local Union and, in fact, had not sanctioned the strike, but afterwards upon learning that the International Association were supporting the Local Union and contributing funds to carry on the litigation, an application was made to the Master in Chambers and, on December 24th, an order was made by him adding the International Association and J. H. Kennedy (First Vice-President of the International), J. S. Annable (Business Agent of the Local Union) and James Gow as defendants. The writ of summons was then amended and served on J. H. Kennedy for the International Association. The International Association then moved before the Master in Chambers to set aside this service on the ground that the Association was not a body corporate nor a partnership nor was there any provision for serving it under the rules of practice. This in effect raised the same issue as to the International as had already been raised as to the Local Union, and which had been referred to the Trial Judge.

The application was dismissed by the Master in Chambers and an appeal therefrom to Mr. Justice Meredith was also dismissed. An appeal was then taken to the Divisional Court and was argued on February 20th before Chief Justice Meredith and Mr. Justice MacLaren and judgment was reserved until March 3rd, when judgment was given setting aside the service, the Court at the same time pointing out that the proper course to pursue was to obtain an order directing that the individual defendants should represent themselves and all other members of the International Association. An order was then made by Chancellor Boyd directing that the individual defendants should represent all other persons constituting both the Local Union and the International Association and that all such other members should be bound by the proceedings in the action, but as the defendants disputed that under the rules of practice in force in this Province the Court could not bind absent parties in a representative action in such a case as this, the order contained a clause permitting the defendants to raise in the pleadings the question as to the jurisdiction of the Court to make such an order and to have the same determined by the Trial Judge. The pleadings in the action were then perfected, examinations for discovery were had and the evidence of the Secretary of the International Association taken at Kansas City under commission to be used at the trial.

THE FIRST TRIAL

The case came on for trial at the Spring Assizes at Toronto, but was not reached and stood over until the Fall when it came on for trial on the 21st of September, but Chief Justice Meredith, the Trial Judge, refused to try the action because he thought the question as to the jurisdiction of the Court, which was reserved under the order of Chancellor Boyd to be determined at the trial, should be determined before the trial instead of at the trial, and he stated that the question as to service of the writ on the International Association, which had been determined against the plaintiffs by the Divisional Court, and the question as to the power of the Court to proceed against absent parties in a representative action, should be taken to the Court of Appeal so that the law as to the proper method of suing a Trade Union in Ontario could be finally settled by the Court, and he accordingly struck the case off the list of cases for trial.

The plaintiffs then applied to Mr. Justice MacMahon for an order directing representation without any such reservation as

was contained in the Chancellor's order and he directed representation as to the Local Union, but refused to order it as to the International Association. The plaintiffs thereupon applied to Mr. Justice MacLennan of the Court of Appeal and an order was made allowing them to appeal from the order of the Divisional Court of March 3rd, setting aside service on J. H. Kennedy for the International and to combine it with an appeal from the order of Mr. Justice MacMahon refusing to order representation as to the members of the International Association. The plaintiffs thereupon paid into Court the amount required by the rules as security for the defendants' costs of the appeal to the Court of Appeal and the reasons for and against the appeal have been delivered and the appeal has been set down and is now standing to be argued in the Court of Appeal.

The Union Label in the Courts

Judgment in the Suit of the Crown Tailoring Company vs. City of Toronto—A most interesting decision

IN February last the City of Toronto advertised for tenders for Firemen's summer and winter clothing. On the tenders being opened the Crown Tailoring Co.'s was found to be the lowest and the contract was awarded to them for both classes of clothing by the Board of Control and which was afterwards confirmed by the Council. The City Solicitor's Department prepared the contract, but the Crown Tailoring Co. refused to sign same because they considered the following clause invalid:—"Each article of clothing supplied will bear the label of the Journeymen Tailors' Union." The Board of Control then obtained the advice of the City Counsel, Mr. Jas. R. Fullerton, as to the legality of the clause objected to and his opinion is as follows:—

Toronto, March 16th, 1903.

Thomas Urquhart, Esq.,
Mayor,
Toronto.

Dear Sir:—

I have the communication of the Board of Control on March 7th, in which it is ordered:—

"That the City Solicitor be requested to furnish this Board with an opinion regarding the legality of the clause in the specifications requiring the use of the label of the Journeymen Tailors' Union, and also to report whether the City can legally insert in the specifications a clause or words confining competition to any one organization or union."

INTERIM PROCEEDINGS

Since the proceedings have been pending in the Court of Appeal the defendants have applied to the Master in Chambers to set aside the service of the writ on the Local Union, but the Master adjourned the motion until judgment has been given on the pending appeal to the Court of Appeal.

This is the first case in Ontario, so far as known, in which the question has been raised as to the proper method of suing a Trade Union and to establish the proper practice involves considerable expense, delay and trouble, which has been greatly increased owing to the difference of opinion among the Judges as to the proper stage of the proceedings to have the proper practice determined. Since the issue of the writ in this action other cases had been brought against Trade Unions, the proceedings in some of which are at a stand-still pending the decision of the appeal taken in this case to the Court of Appeal.

On the 17th of March, 1898, a similar question was asked in the matter of "The Allied Printing Trades Label."

I can see no reason for changing the opinion therein expressed.

A Municipal Council is vested with the power of making contracts by and on behalf of the corporation, and in its discretion may, within its powers, make such contracts as it sees fit, but this discretion must be exercised in each individual case and the Council has no power to divest itself of this discretion as to future contracts and agreements, either by By-Law, resolution or contract.

In Dillon on Municipal Corporations, it is laid down that "Contracts to violate the charter or to bargain away or restrict the free exercise of legislative discretion vested in a Municipality or its officers in reference to public trusts are void."

I am of opinion that the clause in the proposed specifications that "each article of clothing supplied shall bear the label of the Journeymen Tailors' Union" is a restriction upon the legislative rights and powers of the Council and is illegal.

I am also of opinion that it is illegal on another ground, in that it is a discrimination in favor of one class of workmen as against another class or other classes and thus beyond the powers of the Council.

I am, very truly yours,

(Signed) JAMES B. FULLERTON,
City Counsel.

The question was then referred to the Board of Aldermen and they passed a

resolution awarding the tender to the next highest bidder. The Crown Tailoring Co. obtained an injunction against the City preventing the execution of the contract by the next highest bidder, which injunction was continued until the trial.

The Board of Control then re-advertised for firemen's summer clothing without the objectionable clause and the Crown Tailoring Co. were again the lowest tenderers and were awarded the contract and made the clothing to the entire satisfaction of all parties.

The case came up for trial on Tuesday, Nov. 10th, 1903, and the following is the judgment delivered by Chancellor Boyd, Chief Justice of the High Court:—

JUDGMENT

HIS LORDSHIP: If it were correct as argued that this was a matter of discretion, or of internal economical distribution of funds on the part of the Corporation, I should entirely accede to his argument, that unless some gross abuse were proved in the exercise of the powers the Court would not interfere. It does not strike me, however, that this is a case of that character at all. This is a case which is to be judged of rather in the light of those authorities which deal with by-laws passed by a municipality where the matters concern the public. This action is not by Mr. Anderson, a contractor who wished to get rid of the objectionable contract, or to have his goods taken. It is by Mr. Anderson, the rate-payer on behalf of himself and all others. And, the broad question which comes before me whether an injunction already granted should be continued with respect to this clause in the contracts that are put forth for the tenders for the firemen's clothing, that is, that each article of clothing supplied shall bear the label of the Journeymen Tailors' Union. That is the objectionable point. In this contract there is a provision which was sanctioned by the Manitoba Courts as being a legitimate exercise of power, that is, that the minimum rate of wages as stipulated shall be 18 cents an hour. There is no minimum rate to be paid for each garment expressed in this contract, though it has been in some of the others. That would probably be on the same footing as the 18 cents an hour, and under the authority of the Manitoba case that would be a legitimate restriction exercised by the municipality, not only to secure good work, but to see that the people were reasonably well paid for their work. That is a matter in the public interest. That is not a matter which is before me in this litigation. I have not to pass upon it at all. It does seem to be right enough to have that stipulation in, that there shall be living wages paid, and that the garments shall be up to a certain standard. There is no objection to the municipality providing that there shall be a certain standard of workmanship, or that there shall be a certain standard for payment, but that is not the point which comes before me in this particular case. The question is the label of the Journeymen Tailors' Union being a pre-requisite before the contract can be effected. I am not concerned at present at all about how the amount is to be applied, or what is paid to these workmen. The evidence here is that the workmen have been paid more than 18 cents or certainly as much as 18 cents per hour, and have been paid more than \$4.75. It is said that cannot be traced to the particular workman. I am not concerned just now about that, because it is not one of the issues raised before me, and the employer was not prepared to explain where and how he was making his profit while tendering for the goods. The true way of securing what is wanted in this case seems to me to be what was done. That is, there was bad workmanship, then they insisted that the rate of wages should be increased, or a better rate should be paid per hour, a better rate should be paid per piece and then a proper inspection after the work is done. That is the true way of securing a remedy, and although one of the witnesses says that the employment of this term, the label of the Journeymen Tailors' Union had a sort of magic operation, that all the work became immediately better after that, I cannot exactly give credit to that view of the case. You may have scamp work among Journeymen Tailors as well as anywhere else. You may pay them good wages and yet have improper and botched work. You may pay them good wages and

yet have inefficient men doing the work. There is no magic result. The test is, pay men fairly, see that the work is done properly, and have proper inspection. There is no short and efficacious course for the municipality to adopt. It seems to me that this stipulation in the contract is objectionable on the same ground that it would be objectionable in a by-law. That is to say it is an unreasonable condition. There is a want of equality and fairness in inserting that stipulation on many grounds. First of all, there is a restriction at once imposed upon the area from which the skilled labour can be obtained. I do not deal with this particular man who is making the complaint, but in this case one can see how it operates. He has a large factory there, well-equipped, able to do all the work under that roof, able, as he says, by the employment of up-to-date machinery, expensive machinery, to do better work he says. I am not here to judge whether that is so or not. Mr. McGowan will have to look to that when he inspects the stitches and so on, as to whether it is better or not, but he says he is in a position to do better work and at a cheaper rate, and that the effect of his system is that there is more skill in the operators, and it can be done under the same roof.

One of the defences raised here upon which there has been a total failure of proof is that this label of the Journeymen's Union was inserted for sanitary purposes. That is an entire fiction. No evidence has been given upon it. The whole value of the evidence is the other way. That so far as sanitary purposes are concerned the work is much better done in a factory which is open to public inspection than it could be by these journeymen tailors who may take their work home to their own houses which will not be up to the standard required by the inspection of factories. But, this particular man has all this machinery, has these workmen, has his concern going, has expended large moneys in that, and he can do all the work under his own roof.

Now, he and all others in his condition, and any one else tendering, could not rely upon what staff they might have on hand of operators, but would have to cast around and see where they could get journeymen tailors, union people to do the work. The evidence shews here that only about one-half or little more than one-half of all the tailors in the city belong to this union, so that those men out of the union are cast out altogether, and thought it may be, as is said in the evidence here, if there is a scarcity of workmen the Journeymen Tailors may sanction the employment of outsiders, why should employers of labour be subjected to that restriction of going to the Labor Union and asking whether they may employ other workmen? So at once there is a restriction, an unreasonable restriction it seems to me imposed in the area from which the skilled labour can be drawn. Then again, there is a restriction imposed upon the employer in regard to the rate of wages which he must pay. There is a minimum imposed here. I am not talking about that, but these labour unions have it in their hands to control the rate of wages, and while 18 cents may be the minimum which the corporation requires, it is in the power of this labour union to raise that scale, and to impose more, and to raise it during the progress of the work. It is in evidence already about the three scales of wages for work done on three different streets in the city. I do not know anything more about this labour organization, what means they have of letting people in and out, or making their arrangements, but there is that much at least appears, that there are three scales of wages for different streets, and that the factory of this plaintiff is not in any of those streets, so that he does not know, and no one knows, I do not know and there has been no evidence given on the point, as to what he should have to pay to get work done, his factory being on Wellington Street. So that there is a hampering of the employer. Then at once there is a preference, a privilege or priority, to those who are Union workers. They may not be as good workers as outsiders, he may get better labour or better assistance from those who are not in the Union, but under this the Union workmen have priority, they have the prior rights, and it is only when there is any shortage perhaps he can go outside.

Now, that is all wrong in the public point of view. The test of a man's capacity should be whether or not he is a good workman, whether he has skill, and the employer should certainly be free to go where he can get the best work, giving good pay for it, but this gives the privilege to the Union man at the expense, perhaps, of more competent workmen who are outside of it.

Then again, one cannot help seeing that this is an attempt, veiled it may be, but still an attempt to set up the virtue of hand labor against the beneficial employment of machinery where parts of the garments are made by that means. It is said by some

of the witnesses called here that this hand-work is very much better done than machine work. Well, that is one of the questions that was discussed long ago at the beginning of this century when machines were brought into operation, and when the operations in the harvest field were effected by machinery instead of hand-work. There was a rebellion, an uproar and cry, just in the same direction, that those machines would undo the poor. It has turned out that those are the greatest benefits the poor could have, bettered the condition of the working classes, and this is a phase of the same struggle, that the men who are working by hand are going to be interfered with, and the city apparently has been trying to give effect to that by introducing this direction that the label of the Journeymen Tailors Union, where the men only work by hand, shall be a prerequisite, so that the machinery by which the operations are done quickly and more certainly, and it is said more effectually, are cut out. It is impossible to say upon this evidence that the work done by this particular plaintiff is inferior at all to the best hand-work that has been done. Machine seaming, sewing and stitching, is employed by both of them at certain stages, and all the advantages which are claimed by the hand-workers, as to fitting and shaping, and the canvass, and all this kind of thing. These burly firemen all look very well dressed, and I have no doubt when they have their garments fitted on, they will see that proper fits are given to them just as well by Mr. Anderson as any other person. The work turned out will likely be as well done by the employment of machinery, although the men are not Journeymen Tailors Union men. I do not take any stock, to use a familiar expression, in that argument, that better workmanship can be secured. The evidence fails entirely to prove that. Then, again, there is the other evidence which has been given, that the only distinction, so far as I can see, between what is claimed on the part of the city, representing the working people, or representing the Journeymen Tailors Union, is that the Plaintiff's work is done in detachments, that is to say, one part of a garment is made by one person who makes all of that part, and the other parts are made by another set of workmen, instead of the whole garment and the whole suit being made by one hand. One man does the whole in the one case of the Journeymen Tailors Union. That is in theory, but it is not practically so, because the work is turned over to female workmen. One hand may superintend it. Well, that is a contest rather between the Plaintiff's work and some one else's. That is a matter that Mr. McGowan will have to look to when the results come to him, but upon this evidence better results may be expected from the Plaintiff's way of doing things than the other. The evidence is that these women or men who are working on the parts of the garment become more skillful, they have greater experience in that particular way, and the result may be expected to be better than if one man does the whole. That is a matter of dispute. I do not know whether that is so or not, but that is really the only distinction there seems to be between the Journeymen Tailors case and the Plaintiff's workmen. That is all beside the question, as to whether it is right to have the restriction put upon all people tendering, that they must have their work done by the Journeymen Tailors Union. I touched upon the sanitary question. I can see no reason for disagreeing with Mr. Fullerton's advice given to the Council, not this year, but some time ago. It is said that another complaint had been made about this before. They called for Mr. Fullerton's opinion some time ago. I do not know how long ago, but he gave them the same opinion he does now, a considered opinion, that this was an undue restriction which it was not possible for the city to carry out. I think he advised the city rightly, and they will not be surprised if I affirm his opinion in this action, and grant the injunction, or continue the injunction, with costs.

SENSIBLE ARBITRATION

A STRIKE occurred about five weeks ago in the piano factory of the Gerhard Heintzman Co., at Toronto. The "rubbers" went out for higher wages, and for a time trouble was threatened. Fortunately both sides in the dispute agreed to arbitrate, and to this end the Employers' Association appointed Messrs. P. W. Ellis and J. O. Thorn to represent the Heintzman Co., and

the "rubbers" chose Messrs. R. J. Whitton and W. Hutchinson as their representatives. The latter were workmen employed in another department of the Heintzman factory to that in which the trouble arose. Pending the result of the arbitration, the strikers resumed work on the old footing.

For three evenings the arbitrators sat and heard evidence from both sides. The men asked for a scale of 27 cents an hour, or \$27 a fortnight. The employers argued that competent men were making more than this now, and that consequently the men were actually asking for a reduction of wages in many instances, instead of an increase.

On December 1, the board of arbitrators gave out the following verdict: "On the evidence adduced, the decision of this board is that matters shall remain as they are until the first of May, 1904."

The result of this arbitration was received with the best of feeling on both sides, and, while the men failed to gain their case, they were glad to be enlightened on many of the points, which made the employers' position strong.

CANADIAN NEWSPAPER RESTRAINED FROM PRINTING "KEEP AWAY" ADVERTISEMENT

ANY interference with an employer's right to hire labor at the price and under the conditions he pleases, so long as such price and conditions are compatible with the laws of the land, must, in the eyes of the law, be illegal. Various means have been used by labor bodies to interfere at times with the employment of labor. One method, in vogue of recent years, has been the insertion of advertisements in the want columns of newspapers, warning workmen to keep away from certain localities. That such an advertisement is contrary to the spirit of the law, has recently been demonstrated in Toronto.

During the spring of the present year a strike occurred in the carriage works of John Dixon, at Toronto, which lasted for three months. To secure workmen, Mr. Dixon had recourse to the newspapers, in which he inserted a want advertisement. This step on his part was counteracted by the carriage-makers' union, which secured the publication, immediately above his notice, of a warning to carriage makers to keep away from Toronto. As a result, while Mr. Dixon received many applications for work, from the rural districts, in nearly every case the applicant indicated that he feared there was trouble in Toronto and that he did not want to come, if such was the case. Mr. Dixon held that the insertion of the warning in the Toronto papers constituted an unlawful interference with his right to employ labor. The Employers' Association took the matter in hand and represented the gravity of the offence to the newspapers. All except the

Correspondence



NEED FOR A BRITISH ASSOCIATION OF MANUFACTURERS

AN interesting letter has been received at the Secretary's office from Mr. J. King Stewart of the Chemical Manure Manufacturers' Association, London, England, in which he says,—

"I have observed the resolution adopted by your Association in Convention at Toronto, expressive of sympathy with Mr. Chamberlain's tariff policy, a policy which I am thoroughly in sympathy with, as I feel certain the great body of British Manufacturers are. I may mention that there is no Association of Manufacturers as such in this country, and as an old Assistant Secretary of the London Chamber of Commerce it was made manifest to me many years ago that in our great Chambers of Commerce in the mercantile cities the manufacturing or producing interest is swamped altogether by the Merchant interest, which to my mind is rather a reversal of the true order of things, Manufacturers coming first, I think, and Merchants, Brokers, Railways, etc., being but as handmaidens to the producer. I wrote something on these lines a few years ago and drafted a scheme for the establishment of some national Council of Manufacturers in this country, but I had to lay it on the shelf being prevented from prosecuting the subject by other pressing matters. I was aware then in a general way what had been accomplished by the National Association of Manufacturers in America or U.S.A., located first in Philadelphia and now in New York. I did not know of a similar organization in Canada till the other day.

"I am no politician, but I take the deepest interest in our commercial future and now that we have a Daniel come to judgment in the person of Mr. Chamberlain to propound what lesser men have been preaching for years there will be a great awakening amongst the manufacturers of the country and some organization ought to exist here to assist in promoting their interests and in helping forward this new policy. If manufacturers were but organized here they could wield an enormous influence in converting their workmen to believe that in the new policy lies their salvation as employees."

TRANSVAAL TRADE CONDITIONS

UNDER date of Sept. 14, Mr. J. W. Taylor, writes to the Association from Johannesburg, South Africa. After referring to the action of a Canadian lumber firm in sending out a quantity of unsaleable flooring, which, says Mr. Taylor, has done more to hurt Canadian trade than can be

well imagined, he proceeds to discuss trade matters.

"Kindly advise Canadian Exporters to brand on all goods PORT at which their goods are to be off-loaded at, in South Africa. Only last week I had two cases in Durban Court against Steam Ship Companies, for the over-carrying of goods, which my company lost, there being a clause on the Bill of Lading specifying that the Steam Ship Company did not hold themselves responsible for goods on which Port of disembarkment was not mentioned.

"Delagoa Bay is at present blocked, and likely to be so for some months. My firm has been trying to get material through for two months, but without success. Durban and East London are the two clearest Ports. This is for the information of manufacturers sending goods, urgently required, through to the Transvaal.

"We will shortly have Chinese labor here, and manufacturers should be prepared to meet the demand, as all orders now placed in Canada from the Transvaal will be multiplied by six. Up to the present I have found very few exporters who, if the usual monthly indent was duplicated, could ship same under 90 days. (It is not policy to underestimate your export business, especially when competing for a market against other more wide awake nations). Canada's prestige is being well-sustained here by local Canadians, and manufacturers must help them out.

"Why do not your members recognize favors rendered? I am not speaking personally, but, if other correspondents are used in the same way, as yours truly, it is no impetus to them to waste their time and money in furthering the interests of forgetful manufacturers. A letter or acknowledgment, although a small item, would be received with pleasure."

MANUFACTURERS AND THE TARIFF

ACORRESPONDENT sends in an interesting letter in which he makes effective use of some recent United States statistics. He writes:

The November statistics just issued by the United States Government have some valuable information from which argument may be drawn relative to the justice of a larger consideration being given to manufacturers than to farmers in the matter of tariff. An aggregate of 2,567 families is taken representing five sections, namely, North Atlantic States, Central Atlantic States, South Atlantic States, Central Atlantic States and Western States. No family

earned more than \$1,200 and the average was \$827.19. The average expenditure for all purposes was \$768.54, of which was given for food \$326.90 per family or 42 54 per cent. of the average expenses for all purposes.

Allowing 6 per cent. as a fair expenditure for miscellaneous purposes, leaves a balance of 51.46 per cent. which would be expended on the product of labor.

As the value of the leather in a pair of boots, the lumber in a piece of furniture, the iron in the stove or the wool in clothing, is almost of insignificance relatively to the final cost and as the value of the product of the farmer's labor is a direct reverse of this, it comes to the question as to which class of labor deserves the greatest consideration—the labor that produces most of the people's purchases or the labor that produces only of living necessities.

It having been shown that 42 54 per cent. is spent on food, 6 per cent. on miscellanies and 51.46 per cent. on the product of labor uses up all of the expenditure of the amount used out of the total average earning. The difference may be presumed as being set aside in investments, insurance, savings banks, etc., etc.

May it not be assumed then that if living has increased to the wage earner by 10 per cent. and it is shown that he uses nearly 9 per cent. more of his manufacturer-fellow-laborer's work than he does of his farmer-fellow-laborer's produce, should not the larger proportion deserve the greater consideration.

Protection to industry would enable a higher wage to be paid to labor and it is necessary that labor should receive the increase needed to meet the extra cost of living.

This cannot be done under present conditions. The cry so much used by opponents of an increase in the tariff is that manufacturers say they "Cannot turn out their orders fast enough." This is made true by the scarcity of help to a very large extent.

Undoubtedly Canada has progressed, but it was in a position to have made greater strides if the increased demand for manufactures had been conserved for Canada by a higher tariff against the labor of foreign lands and a greater effort to supply the labor needed.

Under present conditions in Canada the wage earner has to accept a low wage owing to the competition his employer meets with from low pay countries or the slump in values owing to depression. It is either low pay in Canada to-day or closing out the occupation of the pay earner.

Globe agreed to withdraw the warning and its future insertion. Legal steps were taken to compel the *Globe* to refrain from publishing the notice, and an interim

injunction was secured to this end. By arrangement, the injunction still stands and it is unlikely that the *Globe* will ever take steps for its removal.

THE BRASS WORKERS' AWARD

Result of the arbitration in the brass working trades at Toronto

DURING the past summer the brass workers in Toronto, including metal finishers and moulders made demands for a nine hour day and a minimum rate of pay. The employers, desirous of giving the men a fair hearing, agreed to appoint five of their number to meet five representatives of the brass workers. A conference was held and an investigation into the conditions existing in the trade was made. No satisfactory settlement was arrived at, however, and the matter was submitted to a Board of Arbitrators composed of three disinterested employers and three disinterested employees. Messrs. P. W. Ellis, F. B. Polson and A. F. Rutter were chosen by the employers, and Messrs. J. Wilson, editor of the "Toiler," J. Acheson and D. A. Carey, delegate to the Trade and Labor Congress, by the men. Meanwhile the men continued to work under the old conditions until a settlement should be announced.

The Board of Arbitration took evidence on both sides regarding the condition of the trade in Toronto, the reasons for the men's demands and the difficulties such demands would create should they be consented to. The conditions in Montreal, St. John, London and other Canadian centres were examined into, as well as conditions in

Chicago, Erie and Bridgeport, in the United States; the rate of duty upon brass goods entering Canada, the quantity imported and the places from whence imported were considered, and, in fact, a most exhaustive examination of the case, from the standpoint both of employer and employee was made.

The text of the award handed out on October 16th reads as follows:

"All workmen receiving two dollars and twenty-five cents (\$2.25) per day and under, shall receive an advance of ten per cent. on wages paid at date set for this award going into effect.

"Overtime shall be paid for at the rate of time and one-quarter except for legal holidays, which shall be paid for at the rate of double time.

"This award shall go into force and effect from and after the fifteenth day of June, 1903, and continue in force for one year. Any change desired at the expiration of the time set, thirty days' notice thereof shall be given by either side."

The award was signed by the following members of the board: F. B. Polson, chairman; James Wilson, Secretary; A. F. Rutter, P. W. Ellis, J. Acheson and D. A. Carey.

'pessimism.' It will not be so for long. South Africa with her inexhaustible gold and diamonds will soon find a means of recruiting the labor she needs to take the precious metal out of the bowels of the earth.

* * *

In an interview with Mr. J. W. Jagger, a large Cape Town importer, that gentleman stated he had no doubt but that if Canadian manufacturers would take proper steps to ascertain South Africa's requirements, and appoint good, responsible men to act for them in the various large cities, they would eventually do a very large business there. He pointed out that at the present time it was getting to be very difficult to do business in several lines with the United States, owing to the fluctuating charges being made. He mentioned that if orders were given that might cover several shipments, the United States' price might be all right for the first shipment, but it would probably be higher for the others.

* * *

The Customs Department at Ottawa issued a circular on December 4, regarding the surtax in German goods. The circular contained nothing in addition to the instructions issued in April and again in September, except the following interpretation and illustration clauses:

"In determining whether or not any article imported into Canada, which has been produced, improved or advanced in value by the labor of any country other than Germany, is subject to the surtax by reason of a portion of the value thereof having been produced in Germany, a fair market value of the article or material grown, produced or manufactured in Germany, which has entered into the manufacture of the article imported into Canada, shall be held to be produced in Germany within the meaning of the tariff act respecting the surtax. The following are practical illustrations of the working out of the above:

"(1) Take the case of neckties made in Great Britain or in any other country from silk fabric manufactured in Germany 'out of materials produced in Germany or elsewhere.' If the fair market value of the silk fabric as sold by the exporter in Germany to the importer in Great Britain or other country, represents more than fifty per cent. of the value of the necktie in condition ready for export to Canada, the necktie would be subject to the surtax.

"(2) Take the case of hosiery made in Great Britain or in any other country from hosiery yarns spun in Germany, from wool produced in Germany or elsewhere. If the fair market value of the hosiery yarn as sold by the exporter in Germany to the importer in Great Britain, or any other, represents more than fifty per cent. of the value of the hosiery in condition ready for export to Canada, the hosiery would be subject to the surtax."

Canada and the Export Trade

A PERMANENT Canadian Court has been inaugurated at the Crystal Palace, London, the object of which is to enlighten the general public as to the capacity of Canada to supply articles of a wide range, which enter into domestic use and domestic consumption. The Court was opened in October, and the first of the periodical displays was made by the Nova Scotian Government. A representative exhibit of Nova Scotian fruit was made, which attracted wide attention. In addition to the fruit exhibit, there were numerous photographs displayed of Nova Scotian and Canadian scenery. An excellent exhibit of canoes was made by Strickland & Co., of Wakefield, and the Canadian Office and School Furniture of Preston had several roller desks on view.

* * *

The Special Commissioner of the Anglo-African Argus in South Africa, recently

interviewed Mr. James G. Jardine, Canadian Government Commissioner to South Africa. In the course of his remarks Mr. Jardine said:

"If Canadian exporters think it worth while to systematically explore this market they must adopt some of the methods of the Germans and of their cousins to the south; send out competent salesmen and give them a liberal supply of spending money and samples at close prices up-to-date. Many of the travelers I meet carry several lines and represent a number of firms. Surely Canadian exporters, in each of our provinces, through their Boards of Trade, should solve the difficulty by half a dozen firms in several localities uniting to exploit the South African market, and sharing the expense of one live salesman. Elsewhere I intimate that commercial men in some towns in Africa were inclined to

Industrial Activities

O F T H E M O N T H



The boot and shoe factory of Messrs. Laniel & Co., of Montreal, was destroyed by fire on Nov. 15th.

The Dominion Iron & Steel Co. has sent a trial shipment of steel billets to Sweden.

The Sherwin-Williams Paint Co. are erecting three new factories at Point St. Charles, Montreal.

The affairs of the Jas. Cooper Mfg. Co., Ltd., of Montreal, have become slightly involved, and the company has gone temporarily into liquidation. This liquidation will in no way affect the business of the Jas. Cooper estate or the Dominion Wire Mfg. Co. or the Dominion Wire Rope Co.

The Singer Mfg. Co., of Montreal, is negotiating with the Cornwall Town Council for the location of a branch factory in that place.

There is a rumor that Jno. Ritchie's shoe factory in Quebec is to be removed from that city on account of unsatisfactory labor conditions.

The Ledoux Carriage Co. Ltd., has been organized to take over the business of manufacturing carriages, wagons, etc., hitherto carried on by B. Ledoux & Co., Montreal.

The Peter Hay Knife Co. Ltd., has been incorporated with a capital of \$100,000 to take over the business formerly conducted under the name of Peter Hay.

Keenan Bros., of Owen Sound, have purchased a saw mill at Holland Centre.

The business of the McEachren Heating & Ventilating Co., Galt, has been purchased by Mr. U. S. Sheldon, business manager of the Company, and the name of the firm has been changed to Sheldon & Sheldon.

The Seaman Kent Mfg. Co., of Toronto, will have their new factory at Meaford in operation at an early date.

The Jones & Moore Electric Co. have removed their factory from 22 Adelaide W. to 296 Adelaide W., Toronto.

Adams Bros., of Toronto, manufacturers of harness, are erecting an addition to the rear of their present premises.

On the 18th ult. a disastrous boiler explosion occurred in the engine room of the United Factories' plant at Newmarket, Ont. Damage was done to the amount of several thousands of dollars and two lives were lost.

The Wm. Gray & Sons Co., of Chatham, Ont., are erecting two new buildings, each three stories in height, in order to accommodate increased business.

A convention of the salesmen of the Canada Paint Co. was held recently in Montreal.

The Western Foundry Co., Ltd., Wingham, have completed and occupied a 72 foot addition to their factory and are beginning work on the erection of a further addition of 40 feet.

Letters patent have been issued incorporating James Manchester, William Bruckoff, Geo. H. Waring, A. H. Hanington, and W. L. Harum of St. John as the Union Foundry and Machine Works, Ltd., with a capital stock of \$41,000. Plant and factory were formerly owned by The Allen Foundry and Machine Works Coy.

The Imperial Oil Co., are erecting new 5,000 barrel steel storage tanks at Winnipeg and Vancouver.

The George Matthews Co., of Peterboro, have purchased the plant of the defunct Farmers Co-operative Pork Packing Co., at Brantford.

G. F. & J. Galt, wholesale grocers of Winnipeg, have opened a branch at Medicine Hat.

The name of the firm of E. H. Phelps & Co., Merritton, has been changed to the Canada Wheel Works.

The new pulp mill of the Canada Paper Co., at Windsor Mills, has started operation.

The International Harvester Co., of Hamilton, are about to build a two story structure 60 feet x 90 feet, at Ottawa, for storehouse purposes.

The Ontario Government has authorized the Toronto Bedding Co. to increase its capital stock from \$15,000 to \$50,000, and the Standard Chemical Co. from \$450,000 to \$1,000,000.

The Automobile Works of the Canada Cycle & Motor Co., at present situated at 710 Yonge street, Toronto, will be removed to Toronto Junction.

A company organized in Brantford has taken over the property of the Medicine Hat Woollen Mills, and will shortly begin to operate them.

The Dodge Manufacturing Co., of Toronto, Limited, report that their trade with New Zealand has developed considerably within the past year. This firm has no doubt at all that with the revision of the New Zealand tariff in favor of Canada, Canadian trade there will grow much greater.

The Wilkinson Plough Company expect to have their store room at Toronto Junction built in about three weeks.

Mr. Henry Doyle, general manager of the British Columbia Packers' Association, Limited, resigned from that office on Dec. 1. Mr. G. I. Wilson, formerly secretary-treasurer, succeeded Mr. Doyle as general manager. Mr. R. J. Ker, of Victoria who has just resigned from the treasurership of R. P. Rithet & Co., took Mr. Wilson's place.

The general offices of the Dominion Coal Co. at Glace Bay are being considerably enlarged. The new addition will have a frontage of forty-two feet.

The Knight Sugar Co., of Raymond, Alberta, has started operations. Half a million dollars were invested in the enterprise.

Permits for the erection of the new buildings of the Canadian Westinghouse Co., at Hamilton, have been issued. The sum to be expended is \$234,800, made up as follows: Detail buildings, \$32,500; warehouse, \$58,000; machine shop, \$65,500; foundry (fire proof), \$32,000; pattern shop, \$20,800; pattern storage, \$12,000; oil and boiler houses, \$12,000; sub-station, \$2,000.

The Montreal Waterproof Clothing Co. have purchased the assets and buildings of the Strathcona Rubber Co., Limited, of Montreal.

The Great West Saddlery Co., of Winnipeg, is erecting new buildings, and adding to its plant at a cost of over \$100,000.

The Canadian Cordage Co., of Peterboro, have enlarged their premises considerably.

The Cornwall Mfg. Co.'s property at Cornwall, Ont., has been sold to the Canadian Colored Cotton Mills Co.

The Robert Greig Co., Limited, of Toronto, have moved into their new factory on Pearl street. Their new premises have a floor space of nearly 50,000 square feet.

The McGregor-Gourlay Co., of Galt, have purchased the business of the Stuart Machinery Co., of Winnipeg.

The Brandon Machine Works Co. will build a new foundry at Brandon.

The Canadian Otis Elevator Co. intend establishing a repair shop at Winnipeg.

Messrs. Moulton & Co., proprietors of the Montreal Fringe and Tassel Works, have fitted up a new workroom in their factory to accommodate about seventy-five girls at hand work.

Parke, Davis & Co., Walkerville, Ont., are building a \$20,000 addition to their factory.

E. B. Eddy, the veteran paper maker, of Ottawa, has been on a business trip to the Pacific coast.

The coffin, casket and trunk factory of Christie Bros. & Co., Ltd., at Amherst, N.S., recently destroyed by fire, is being replaced by a large and modern structure.

The Dominion Iron & Steel Co., Ltd., are constructing a new rod and rail mill at Sydney.

The Bain Wagon Co., of Woodstock have been enlarging their premises. They have put in three new dry-kilns, each with a capacity of three car loads of lumber.

The D. F. Jones Co., Gananoque, are enlarging their shovel works, adding new machinery and putting in a steam plant.

The Toronto Brass Mfg. Co., Ltd., are now occupying their new factory at 100 Lombard St.

A new wire nail plant is to be erected by the Montreal Rolling Mills Co., with a capacity of 100,000 kegs per annum. Their 12 and 18 inch nail mills are to be extended and general enlargements throughout the works to be undertaken.

A new storehouse is being erected for the Canadian General Electric Co., at Peterboro.

The new smelter of the Canadian Copper Co., at Copper Cliff, Ont., will be in operation next April.

The Guelph Foundry Co., Limited, are erecting an extension to their works 104 x 68.

The Berlin & Racycle Mfg. Co., Ltd., are about to enter into the manufacture of clock movements.

The Record Foundry & Machine Co., of Moncton, N.B., will have a factory in operation in Montreal within a few months.

The Dominion Coal Co., intend to erect a new station at Glace Bay, C.B.

The L. McBrine Co., Ltd., makers of trunks and valises at Berlin, Ontario, are erecting a new building, 128 x 128, and three storeys high, to be ready for occupation at the New Year.

C. Kloefer, M.P., of Guelph, is to erect a factory for the manufacture of carriage wheels and bodies.

The Robb Engineering Co., of Amherst, N.S., have established a branch office in Winnipeg.

A new factory for the manufacture of furniture is to be erected by the Canada Furniture Mfrs., Ltd., at Woodstock.

Fire did \$15,000 worth of damage to the handle factory of the Cameron Dunn Mfg. Co., at Strathroy, on Nov. 7th.

The United Typewriter Co. of Toronto have fitted up new offices and salesrooms on Adelaide St.

Messrs. Clark & Demill, of Galt, are adding a machine shop, 80 feet by 60 feet, to their works.

A flour mill with a capacity of 4,000 barrels per day will be erected at Fort William, Ont., by the Ogilvie Flour Mills Co. The mill is to be 7 stories high and is expected to be in operation by Oct. 1st, 1904.

The capital of the Walker, Parker Co., of Toronto, is being increased from \$50,000 to \$90,000.

A small fire did about \$2,000 damage to the Sylvester Mfg. Co.'s works at Lindsay on Nov. 2nd.

The Ellis Furniture Factory, at Ingersoll, was partially destroyed by fire on Nov. 4th.

The Standard Paint and Varnish Co., of Windsor, are preparing plans for the erection of new buildings.

FOREIGN TRADE NEWS

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary at Toronto.

Agencies—Birmingham—A firm in Birmingham, England, solicit consignments of grain and farm produce, especially barley for malting.

London—A chartering agent in London is anxious to get the agency of firms who require steam tonnage for the conveyance of grain from Canada to the United Kingdom. He is also prepared to induce business in shipping by taking up agencies and selling goods for first-class houses.

Tividale—A Tividale, Staffordshire, firm desires to communicate with Canadian shippers and arrange if possible to handle shipments of grain, flour, meal, fruit and farm products generally.

Apples—A Glasgow house asks to be placed in communication with packers of Can-

adian Gallon apples of the finest quality. They could take large quantities and would require cans to be labelled with their own brand.

Building Material—A London, England, firm desires to correspond with any manufacturers in Canada of the above.

Butter—A commission merchant in Dundee, Scotland, desires to handle on commission butter and cheese for Canadian firms.

Cradles—A firm in Glasgow, Scotland, desires to purchase, in lots of 36 dozen, folding cradles. They ask for prices quoted Glasgow with payments cash at 7 days. This is a wholesale firm, established since 1898 and they offer to forward references if requested. They also send a cut showing the style of cradle desired.

Flax—A London firm interested in the flax trade enquire for names of exporters from Canada of this article or of parties who would be exporters if opportunity offered.

Forks-Hay—A firm in the Midlands are desirous of getting into touch with Canadian manufacturers of hay forks.

Graphite—A London import firm asks to be put into touch with Canadian shippers of graphite, good quality.

Handles—A firm in Cannock, Staffordshire, asks for prices of different qualities of hickory handles for axes, hatchets, picks, etc. Prices to be quoted Liverpool.

Miners' pick handles are enquired for by a firm in Tividale, England. They state that they can handle an almost unlimited quantity of the same.

Meats and Fruits (canned)—An agent established at Marseilles offers his services to Canadian houses exporting canned meats and lobsters, fresh and dried apples, preserved fruits, etc.

Panels—Enquiry is made by a Richmond, England, importer for basswood glued-up panels for piano key-boards.

Paper—A firm in Greenock, Scotland, enquire for samples, prices, etc., of Canadian wood-pulp paper. They also ask for similar particulars from Canadian makers of felt supplied in rolls.

Plaster (Gypsum)—Some makers of patent fireproof goods in London, England, are seeking supplies of plaster (gypsum) or any other cohesive material produced in Canada and obtainable at a moderate figure in fair quantities.

Pegwood—A wholesale firm in Yokohama, Japan, asks for prices and samples of pegwood in strips for shoe pegs. They desire all particulars with regard to delivery, discounts, kind of packing, etc.

Vinegar—Enquiry is made from a London, England, firm for the addresses of Canadian manufacturers of vinegar.

Woodware—A London firm is open to represent Canadian exporters of woodware and other goods for ship chandlers.

Below are given extracts from letters of three correspondents of the Association with regard to trade openings in the different centres where they are doing business.

A large opening for wooden goods in Wolverhampton, England. "We should feel obliged if you could give us the names of best people for wood handles, all kinds, and especially D-shaped spade handles, also turned goods (wood), clothes pins, etc. There is a big demand here for cheap handles for fire shovels and hand bowls (we could supply patterns) with iron ferrule which could be put on here if necessary. Our present business brings us in contact with manufacturers, ironmongers, hardware dealers, agricultural implement people and shopkeepers, selling goods of great variety. Our connection is a large one, extending over the whole of South, and part of North, Staffordshire, South Shropshire and a great number of large buyers are well known to us all over the Midland counties of England. We have plenty of store room and every facility for distributing suitable goods in large or small quantities. We prefer sole agencies if possible and can give references if necessary."

Miners' Supplies wanted in Kalgoorlie, Australia. "We recently had the pleasure of a visit from Mr. D. H. Ross—your Government representative in Melbourne—and in course of conversation we mentioned, that in view of Mr. Chamberlain's proposed preferential tariff, we were desirous of coming in closer contact with other British Colonies with a view to further extending our business. Mr. Ross very kindly referred us to your Association—and we should be greatly obliged if you could place us in touch with any manufacturers wishing to be represented in this state. Our line of business covers the principal mining requirements, and we are anxious to make our list thoroughly complete in this direction. We have ample storage room, and would be pre-

pared to accept goods on consignment and render monthly account sales and we beg to refer you to the Bank of Australasia, Kalgoorlie."

A Canadian Agent in Dublin. "I trust you will put me in communication with any of the members of your Association who desire to be represented in this country. My object is to establish a general agency for Canadian goods solely; to be in a position to advise Canadian exporters as to the best way of securing a market here and to push their goods in a thorough energetic manner. Lord Iveagh and the Hon. Mr. Pirrie sometime ago took in hand the formation of a scheme for cheaper and better transportation of goods in the country districts, and as soon as the scheme is put in working order it will greatly facilitate the country traders in getting their supplies. Canadian exporters should therefore be in a position to supply this trade, and I have no doubt I can bring both exporter and home trader in closer touch through a general agency."

MANUFACTURED GOODS IN S. AFRICA

Agricultural implements, roller desks, bent chairs, church and house furniture, organs, radiators and heating apparatus, metal ceilings, doors and sashes, carriages, etc., are arriving now by nearly every steamer, and so far, I understand, the packing quality and cost of these articles compare favorably with similar goods sent by the United States and Germany. When the preference on the part of the colonies comes into force our exports to South Africa in many of these lines should increase by leaps and bounds. (Mr. J. G. Jardine, to the Minister of Trade and Commerce, August 25, 1903).

TRADE OF JAMAICA

The trade of the Island of Jamaica for the 12 months ending March 31, 1903, shows a slight improvement over the immediately preceding years. The imports amounted to \$9,876,880. This is about a million and a quarter in excess of 1901-2. It is greater than the preceding years back as far as 1895-6 when the imports amounted to over eleven million dollars. The exports are \$11,156,035. This is a million and a quarter dollars in excess of 1901-2 and greater than any of the ten preceding years.

Of the imports Great Britain produced \$5,000,000, United States \$3,645,000, and Canada \$676,000. Of Jamaica's exports United States purchased by far the largest share \$7,591,000, Great Britain purchased \$2,124,000, and Canada \$261,000. These figures for Canada are however not accurate.

Prospects on the whole in Jamaica are encouraging and it is expected that from this season on the staple product sugar will be cultivated to a greater extent and on a better paying basis than for a number of years back.

WANTED

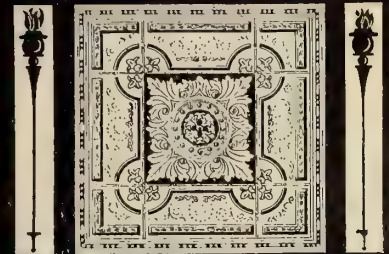
Business manager with large acquaintance with Canadian manufactures and successful results with this Association, is open for engagement for local or English work, to establish branch office or to introduce new business house. Address,

MANAGER,

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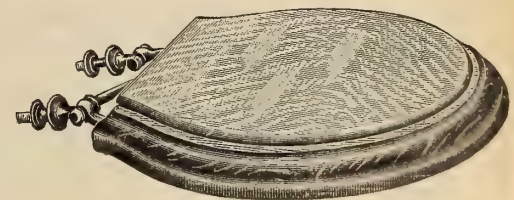
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Montreal Steel Works, Ltd.

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The Canada Switch Spring Company, Ltd.

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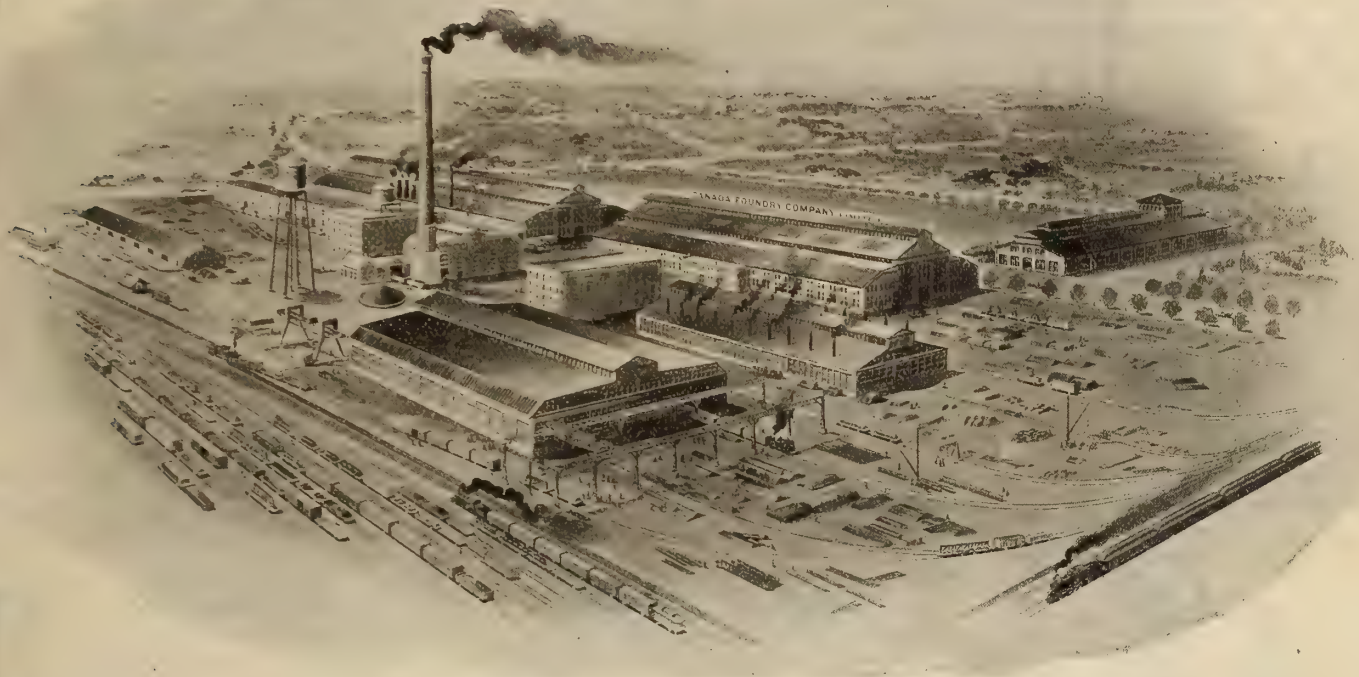
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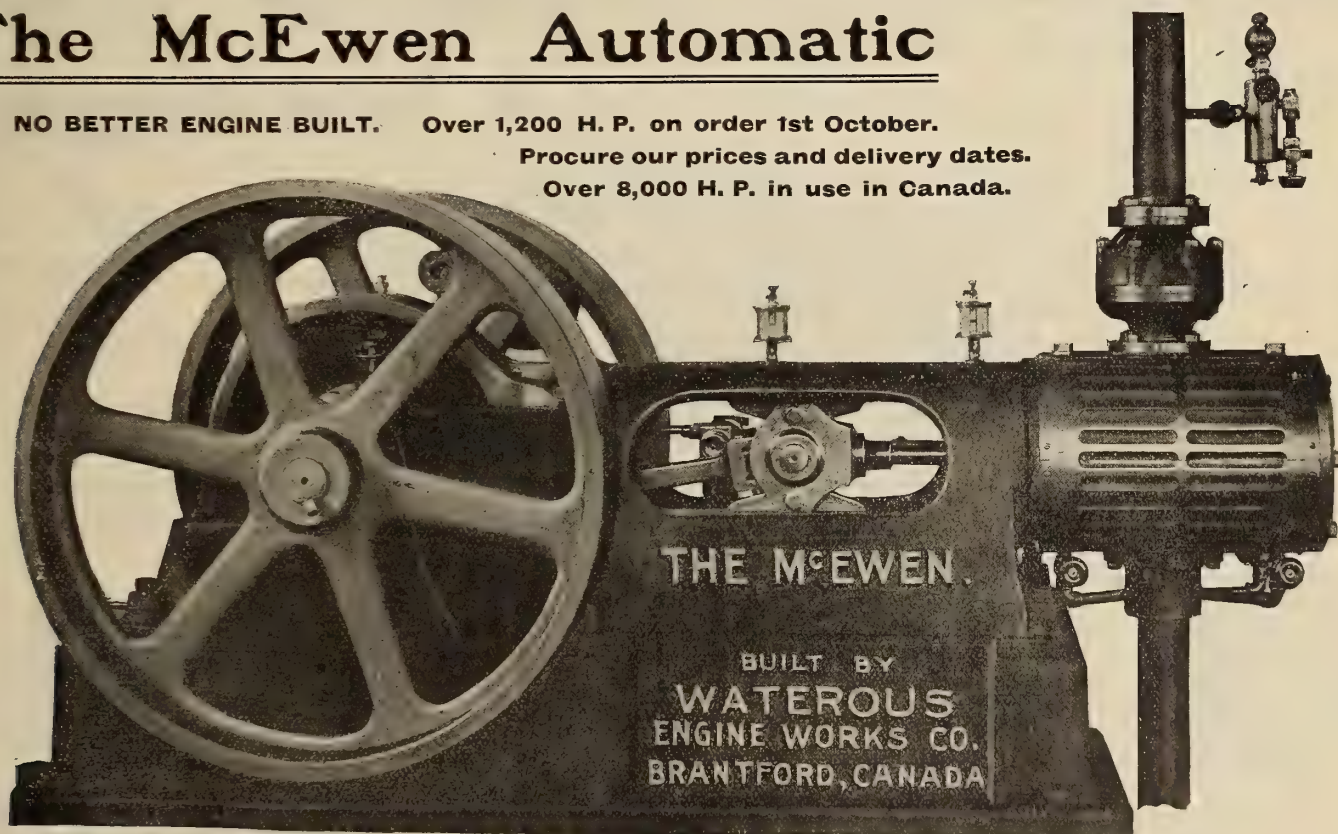
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The Watson-Foster Company, " "
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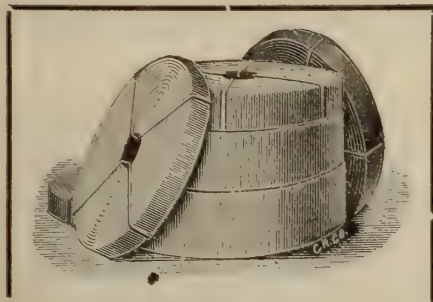
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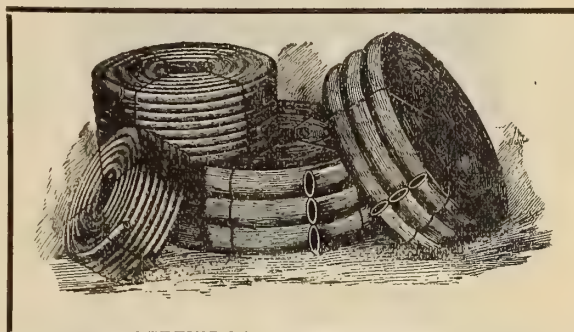
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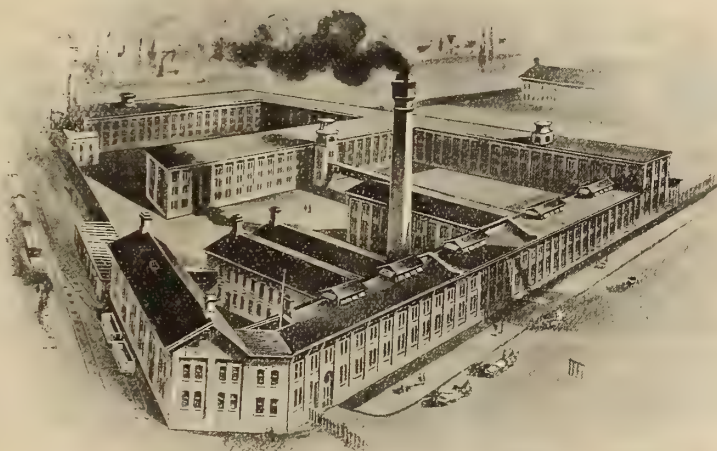


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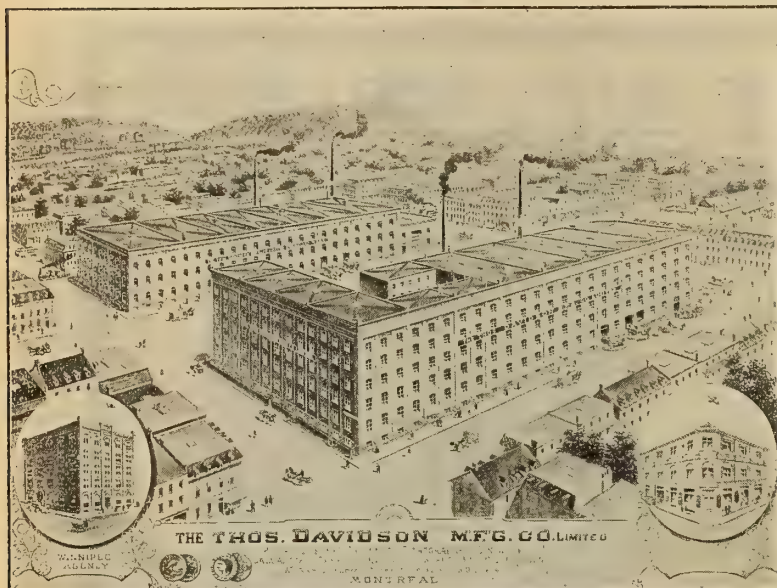
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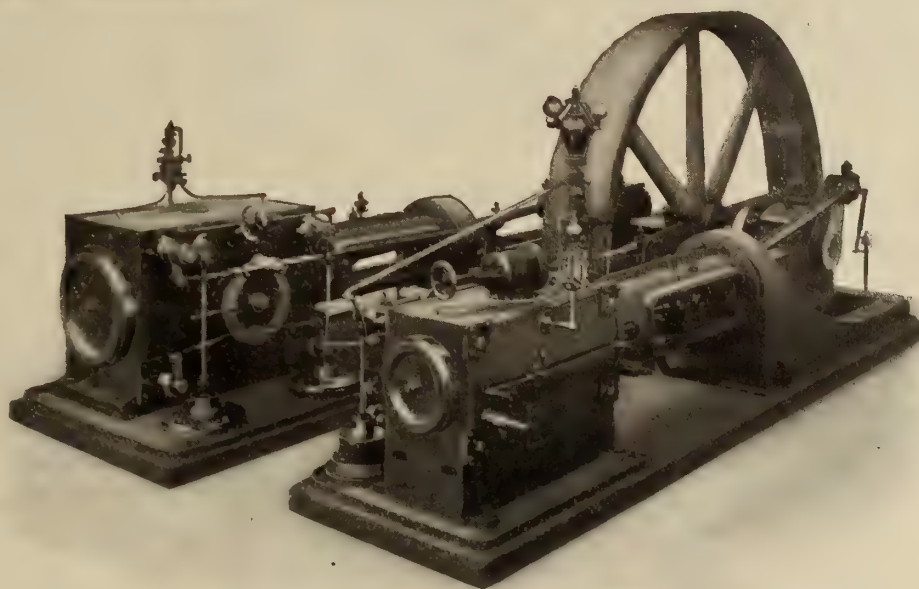
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JANUARY NUMBER, 1904

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### Executive Council

Montreal Branch  
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The New Zealand Tariff  
Labor Column  
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MADE IN CANADA

Issued by

The Canadian Manufacturers Association.

Vol. IV.

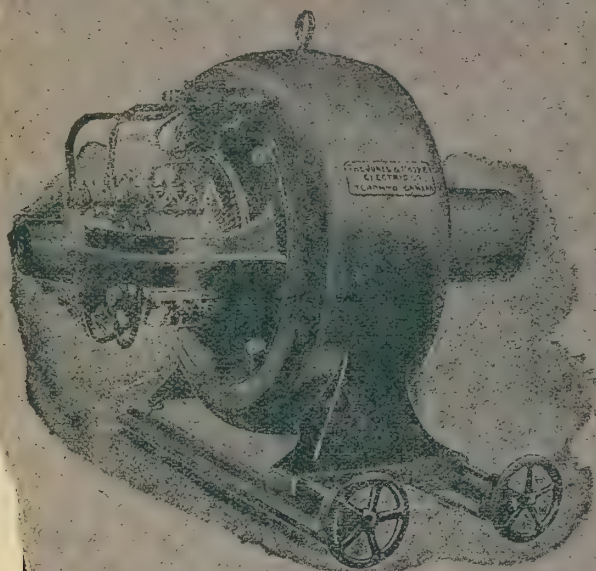
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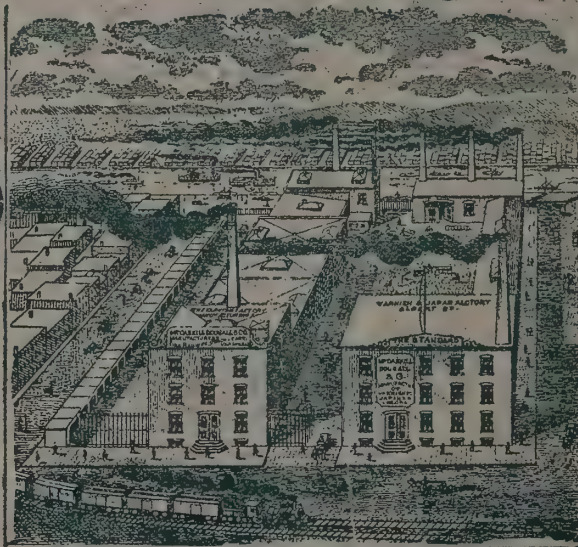
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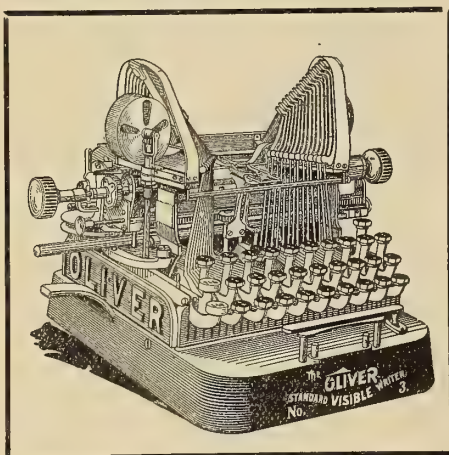
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No. 6

## Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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Head Office, Toronto, Canada.

## OUR NATURAL MARKET

MR. GOLDWIN SMITH, in his Bystander letter to the *Weekly Sun* of December 9, severely criticizes Hon. Geo. Ross for his recent protectionist speeches, and especially for his opposition to reciprocity with the United States. He thinks Mr. Ross to prove his case must demonstrate "that a country can be made rich by taxation; that lumber, coal and farm produce, gain by exclusion from their natural market; and that our best security for the quality and cheapness of goods is the absence of competition."

The natural market for Canadian products of all kinds is in Canada. If nature had made Canada an exclusively agricultural country, if the whole Dominion from the Atlantic to the Pacific were one vast stretch of fertile agricultural land with no minerals, no timber and no waterfalls, there might be some reason in saying that our natural market was in a foreign country. But nature has endowed Canada not only with rich agricultural land, but with timber, iron, copper, lead, and all the economic minerals. In some of the provinces there is an abundant supply of coal. In others there are numerous waterfalls from which power can

be cheaply generated for manufacturing purposes. A country so wonderfully endowed with varied resources was surely intended by nature to be populated by a nation of varied occupations. It was intended that the raw materials so abundantly provided should be worked up into finished products by a manufacturing population, and that the men working in the factories as well as those occupied in getting out the raw materials, should consume the products of the farms. Mr. Goldwin Smith has always regarded the mineral and lumber districts lying between the fertile agricultural areas as insurmountable barriers to Canadian progress, and they would indeed prove such barriers if we followed Bystander's advice.

## WE DON'T WANT THE UNITED STATES' TARIFF

THE Canadian people do not want a tariff precisely the same as that of the United States, but they do want a tariff that will put an end to the present disparity between our imports from the United States and our exports to that country. In the fiscal year 1903, according to the Trade and Navigation returns of the Canadian Government, there was imported from the United States for consumption in Canada \$128,790,237 worth of merchandise, excluding gold and silver, whereas only \$50,701,592 worth of Canadian merchandise was exported to the United States. A tariff that produces such results is very badly in need of revision, but in making a revision, as President Drummond of the Canadian Manufacturers' Association said, "Canadian conditions must be taken into consideration in regard to every individual item." In the words of Mr. W. K. McNaught, "We want a national tariff framed from a Canadian standpoint for Canadian needs."

On another page of this issue of "Industrial Canada" will be found a resolution unanimously adopted at the last meeting of the Executive Council of the Canadian Manufacturers' Association, which clearly

sets forth the attitude of the Association this question.

## CITIES MAKE MARKETS FOR FARMERS

"Nothing could be clearer than the certainty of benefits from the removal of tariff restrictions between Canada and the United States. The production of lambs for the market has almost ceased in Ontario. If the excellent market of adjacent American cities were opened it would at once become an important addition to present sources of farm revenue."—*Toronto Weekly Sun*.

VERY few Canadian farms are adjacent to cities of the United States, and removing the tariff restrictions would not bring any Canadian farm nearer to United States cities. But a revision of the Canadian tariff to afford adequate protection to all Canadian industries would cause many of the workmen now employed in cities of the United States, making goods for consumption in Canada, to come over to Canadian towns and cities, for many branch factories would be started in the Dominion by American companies, thus building up home cities which would give our farmers a much more certain market for their products than any market which could be secured by a reciprocity treaty with the United States that might be suddenly terminated by mere caprice, as Hon. George Ross has pointed out.

It is very strange that those who think that Canadian farmers would be so greatly benefited by free admission of their products into American manufacturing towns and cities cannot appreciate the fact that

## NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, Jan. 21st, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, Jan. 14th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, Jan. 14th.



the Canadian towns and cities in which our farmers can always sell their products without let or hindrance, are of immense benefit to them, and that a policy which would soon double the population of many of our towns and cities would put much money into the pockets of our farmers.

#### CANADIAN MANUFACTURERS AND MR. CHAMBERLAIN

A number of free trade newspapers and public men after trying for years to persuade the farmers that Canadian manufacturers were their enemies and that protection for manufacturers meant ruinously high taxation for farmers, have suddenly become exceedingly solicitous lest the adoption of Mr. Chamberlain's policy may mean ruin to Canadian manufacturers or at least prevent the establishment of new industries in Canada. Prof. Shortt of Queen's University, a free trader, who a few months ago went out of his way to attack Canadian manufacturers because they wished to preserve the home market for Canadians, addressed the Canadian Club of Toronto in opposition to the Chamberlain policy on December 11. He said, that "we could not undertake to curtail our varied expansion," in order to keep British workmen at work. "Canada," he said, "cannot afford to put herself back to the position of New Zealand or the agricultural districts of Australia. Our lead has been obtained by the development of our varied resources. No nation could be strong on the development of any one interest. A country could not be great which was only one large rural district and whose inhabitants were cut off from great intellectual centres. Therefore we could not meet the request that we should curtail our normal development and devote ourselves to supplying raw material."

This is very good protectionist logic but sounds rather queer in the mouth of a free trader who has been ridiculing the phrase "Canada for Canadians" and the policy of developing the varied resources of Canada by adequate protection.

While Prof. Shortt and the free trade newspapers have been expressing their anxiety lest Canada's power to protect its manufacturing industries may be restricted by Mr. Chamberlain, Canadian manufacturers and business men in general are not alarmed. The Canadian Manufacturers' Association was the first Canadian organization to cable a message of sympathy to Mr. Chamberlain, and the Boards of Trade of the leading Canadian cities composed largely of men interested in manufacturing industries have all passed resolutions endorsing Mr. Chamberlain's campaign.

Mr. Chamberlain in his speech at Tynemouth, emphatically contradicted the report (which Canadian free traders are making so much of) to the effect that he wished to pre-

vent the establishment of new industries in Canada or restrict in any way the development of colonial industries. Mr. Chamberlain said at Tynemouth:

"There has been a misapprehension as to some thing I said at Glasgow and I want to make this clear, and I ask the press to convey my views to the colonies. I want what I say now to go to the colonies. This is what they say that my proposal is, that the colonies are to enter into a self-denying ordinance, never in any circumstances to extend the number of their manufactures or to conquer new fields of commerce in competition with Great Britain. Now, facetiousness is all very well, but it goes too far when it gives effect to such gross misrepresentation as that. Of course the object is perfectly clear. It is to say to the colonies—who are with me almost to a man—it is to make them believe that I am blind to their natural conditions, to their natural necessities, and that I am prepared to stop their progress, to close it down absolutely and arbitrarily in order to secure certain advantages for this country. I have never said anything of the kind, but it is printed as having been stated. It is a paraphrase of what I have said, and I did not mean anything of the kind, and nothing of the kind would be possible if I did mean it. No, sir, the colonists, I think, know me. They know that under no circumstances do I want to interfere with their commercial freedom, any more than I should like them to interfere with our commercial freedom. We have given them full power to decide for themselves as to what their fiscal policy should be. When we come together in negotiation we shall see how far we can arrange our fiscal policies to suit mutual interests. Neither has the right to say to the other: 'You shall do this or you shall do that, or you shall be blamed if you do not do it.' Nothing of the kind, and in the second place they know I would not stereotype their progress."

The *London Daily Telegraph* of Nov. 21st, 1903, said:

"The Canadian Manufacturers' Association has just declared in favor of a policy of reciprocal trade with the empire by means of preference against foreign states. The position of the Association is perfectly clear. Its members have no intention of pulling down their manufactories and retiring to the far West to farm and raise wheat. Canada, they say, 'must necessarily provide under all conditions that the minimum tariff shall afford fair protection to Canadian producers, so that the high standard of wages and living may be maintained on a parity with the wages paid in the United States.' That is reasonable enough. What they offer to Great Britain is the business which they used to be able to do more profitably to themselves with Germany and the United States. That the offer is a valuable one is shown by the forecast that the recent surtax on German imports will reduce them by one-half, and will entirely exclude German cement, German bottles, and German sugar."

"That is reasonable enough" is the opinion of this important British newspaper regarding the attitude of the Canadian Manufacturers' Association. The stand taken by this Association is well known to British public men. Not only has it been published in British newspapers, but when the delegates from the Chambers of Commerce of the Empire were in Canada the Association's position was made clear to these gentlemen. There is no doubt that Mr. Chamberlain is well acquainted with the views of the Canadian Manufacturers' Association and he does not consider them antagonistic to his policy. The plain words of his Tynemouth speech make it evident that he does not expect any sacrifice of Canadian industries.

#### THE WINTER PORT OF DIGBY, N. S.

IN an article entitled "We Have Something Left" in the November number of *INDUSTRIAL CANADA*, a list of Canadian

Atlantic ports that are always open in the winter was given. By a mistake the port of Digby was omitted. Digby is one of the best harbors in the Maritime Provinces of Canada and is absolutely free from ice during the most severe winters.

Digby is not, like Halifax and St. John, so located that it could be used as a winter port for the Dominion at large, but it gives Nova Scotia convenient connection at all seasons of the year with the Bay of Fundy. As the resources of western Nova Scotia are developed the importance of Digby as an outpost in both winter and summer will increase, and it should also develop as a manufacturing town if the Canadian tariff is so revised as to give adequate protection to all Canadian industries.

The Dominion Atlantic Railway runs from Digby to Yarmouth, fast steamships being run in connection with the railway to connect Digby with St. John and Yarmouth with Boston, thus furnishing a short route between the commercial metropolis of New Brunswick and the great New England city. The Dominion Atlantic Railway also gives Digby connection with the fruitful Annapolis Valley, which the pen of Longfellow has made famous as the "Land of Evangeline."

But although Digby is a good winter port it is as a summer port that it is likely to prove most interesting in the future to the manufacturers of Canada and their families. Digby is now a popular summer resort for Americans, and no doubt in the future as the Dominion increases in population and wealth, many Canadian families will visit this pretty seaside town every summer.

#### A SUDDEN CHANGE OF POLICY

THERE is a paper published in Toronto called the "Canadian Manufacturer," which for many years well deserved its name, but which might now more appropriately be called the "American Manufacturer," as its chief aim at present seems to be to promote the sale in Canada of United States' manufactured goods. For about thirty years the "Canadian Manufacturer" has been earnestly advocating adequate protection for Canadian industries, and during the past year it has published some admirable editorials in favor of higher protection, but a few weeks ago it made a sudden change of front, and it is now favoring a reciprocity treaty with the United States, alleging that Canadian manufacturers cannot supply the goods the people require, and opposing a general revision of the Canadian tariff giving efficient protection to all Canadian industries. It would be interesting to know what has inspired the able editor with this sudden enthusiasm for United States' manufacturers and lack of confidence in Canadian manufacturers. In



an editorial entitled "A Ridiculous Proposition," published in its issue of December 4, it says :

"Canada most certainly gets an equivalent for the merchandise she purchases from the United States, dollar for dollar, else there would be no purchases of American goods. If we did not want the goods we would not have purchased them; nor would we have purchased American goods could we have obtained them from Canadian manufacturers—goods "Made in Canada." If our neighbors are selling us goods to the value of \$125,000,000 a year, it is because we want them; and if they are buying from us only about half as much it is because they do not want more."

In its issue of November 20, it said :

"What we want and don't make we buy" is a phrase that might be used in apposition to that other one "Made in Canada," now much in use. The inability of Canada to produce many of the articles absolutely necessary to our comfort is shown in the following list of importations from the United States in 1902 :

|                                    |              |
|------------------------------------|--------------|
| Iron and steel and manufactures of | \$25,167,427 |
| Cotton and manufactures of         | 7,651,447    |
| Electric apparatus                 | 1,350,505    |
| Drugs, dyes, chemicals             | 3,041,991    |
| Wool and manufactures of           | 606,792      |
| Brooms and brushes                 | 96,884       |
| Buttons                            | 86,660       |
| Carpets, mats, etc.                | 26,665       |
| Bicycles and tricycles             | 81,246       |
| Carriages                          | 1,275,645    |
| Curtains                           | 69,238       |
| Dressing for leathers              | 54,000       |
| Earthenware and chinaware          | 241,135      |
| Fancy goods                        | 389,990      |
| Hemp and manufactures of           | 828,181      |
| Glass and manufactures of          | 523,820      |
| Gloves and mitts                   | 56,117       |
| Glue                               | 92,389       |
| Gutta percha and manufactures of   | 2,153,423    |
| Gunpowder, explosives, etc.        | 307,901      |
| Hats, caps and bonnets             | 1,042,141    |
| Ink                                | 118,636      |
| Oilcloth                           | 81,514       |
| Optical instruments                | 230,077      |
| Paints and colors                  | 560,461      |
| Paper and manufactures of          | 1,473,666    |
| Silk and manufactures of           | 593,795      |
| Soap                               | 228,350      |
| Sugars                             | 573,425      |
| Trunks, pocket books, etc.         | 130,635      |
| Varnishes                          | 102,547      |
| Wood and manufactures of           | 5,656,270    |

These items account for about \$55,000,000 of the imports from the United States, of which the total was \$129,000,000

As a matter of fact nearly all of the articles enumerated in the above list are made in Canada, and many of them are advertised in the columns of the "Canadian Manufacturer." *That paper solicits advertisements from Canadian manufacturers and then editorially declares that they cannot supply the articles they advertise.*

It is true that our factories would have to be enlarged if American goods were to a great extent excluded by a higher tariff, but there would be no difficulty in securing capital for such extensions if adequate protection were given to Canadian industries.

In an editorial entitled "Which?" in its issue of December 4, the "Canadian Manufacturer" says :

It is true that at the Halifax meeting of the Manufacturers' Association a strong demand was made for an entire revision of the tariff, which, later, was reiterated at the Toronto meeting. It is the opinion of many of the members that that demand was of a perfunctory character, seeing that many of them are well satisfied with the schedules which affect their several industries, and who would not be in accord with any movement that would disturb them. It is conceded that in certain industries some

important tariff changes are imperatively required, particularly in some of the primary forms of iron and steel, and in certain lines of textile fabrics; and the impression prevails that the Government are quite willing to accede to such demands; but it is quite evident that a large element of the Association would strenuously object to any general revision of the tariff.

After the annual meeting of the Association in Halifax in 1902, at which the resolution in favor of a general revision of the tariff was unanimously adopted, the Secretary of the Association wrote to every member inviting all to express their views in writing. It is very remarkable that the "large element of the Association who would strenuously object to any general revision of the tariff," did not make their views known. The last annual Convention of the Canadian Manufacturers' Association was very largely attended. The report of the Tariff Committee, asking for a general revision, was fully discussed, and was adopted with only one dissenting voice.

The paper calling itself the "Canadian Manufacturer" certainly does not represent the views of Canadian manufacturers. Under its present name it is a wolf in sheep's clothing. It should change its name to suit its new policy.

#### THE NEW ZEALAND TARIFF

A PREFERENTIAL tariff favorable to British producers and manufacturers has been adopted by the Government of New Zealand. Advices received by mail from Auckland, confirm the earlier press despatches on the subject and, if anything, indicate even a more favorable state of affairs than was anticipated. That the preference, if properly utilized, will be a decided boon to Canadian manufacturers, is a foregone conclusion.

It is to be hoped that our manufacturers will rise to the occasion and grasp the trade which is so alluringly offered to them. To allow the opportunity to slip by, would be such an indication of weakness as would handicap and retard all future effort in the direction of export trade. To make the most of it would be to gain a precedence in a market already largely served by foreigners, a feat which would stand our exporters in good stead in the future.

A favorable feature of the situation is to be found in the fact that goods from the United States are being well received in New Zealand, and that the demand for them is on the increase. On the face of it, this fact may not appear extremely favorable to Canadians. But when it is remembered that Canadian goods are in large measure of the same character as United States goods, and that the latter can in most cases be replaced by the former to the entire satisfaction of the consumer, the statement made above takes on a new significance.

The people of New Zealand have become accustomed to the use of goods from the United States. Their purchases of them have been growing by leaps and bounds, and last year New Zealanders bought from the United States goods to the value of seven million dollars. The task of replacing this volume of trade with Canadian-made goods is consequently rendered so much the more easy, owing to the similarity in their manufacture. This, coupled with the preference, gives a remarkable advantage to Canadians.

On the other hand, it is quite evident and quite natural that the United States should do its utmost to retain its foothold in New Zealand. A trade of seven million dollars in a comparatively small market has not been built up in a day nor without effort, and it will not be relinquished without a struggle. If we mistake not, the manufacturers of the United States will meet any competition induced by the new preferential tariff by cutting their prices. Realizing the resources and power of the United States manufacturers, a reduction in prices on exported goods is quite possible, and will undoubtedly be attempted to counteract the preference.

It must not be imagined therefore that the preference is going to solve the difficulties of Canadian exporters without considerable effort on their part. The struggle for the New Zealand market must be kept up with as unflinching and determined a front as ever. The exporter must never forget that the preference is merely a useful weapon placed in his hands, only by the legitimate handling of which he will be able to gain advantage.

The warnings so often uttered in these columns with regard to the proper conduct of export trade might be repeated here, were it not that they must by now be familiar to one and all of the readers of INDUSTRIAL CANADA. Good goods, honest prices, correct forms, prompt replies and up-to-date methods must be employed. They are doubly important at this time, when, it is to be hoped, Canada is about to make a determined effort to gain a foothold in the markets of her sister colony of New Zealand.

We have pleasure in publishing in this issue a detailed statement showing the exact value of the preference on the more important lines of manufacture. Any further information required will be furnished to individual enquirers.



# Executive Council

## REGULAR DECEMBER MEETING

*Important reports from the various committees — Many new members added — Position of the Association on the Tariff*

A WELL attended meeting of the Executive Council. Canadian Manufacturers Association was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, December 17, 1903, at 2 p.m.

The following members were present:— Messrs. C. A. Birge, E. C. Boeckh, Geo. Booth, P. H. Burton, H. Cockshutt, R. A. Donald, J. F. Ellis, P. W. Ellis, Geo. D. Forbes, J. Hewton, Joseph Horsfall, J. S. McKinnon, R. McLaughlin, W. K. McNaught, Jas. Maxwell, A. S. Rogers, T. A. Russell, A. F. Rutter, T. H. Smallman, A. W. Thomas, J. O. Thorn, C. H. Waterous, R. J. Whyte.

In the absence of President Drummond and Vice-President George, the duties of the chair were capably performed by Mr. H. Cockshutt, of Brantford, Ontario Vice-President.

Minutes of the previous meeting were taken as read.

### COMMUNICATIONS

Communications were received as follows:

(a) From members unable to be present:— Messrs. Geo. E. Drummond, W. K. George, J. P. Murray, E. B. Eddy, F. Nicholls, Lloyd Harris, Robt. Munroe, Thos. Roden, C. R. H. Warnock, R. O. McCulloch, H. Wright, Robt. Crean, W. P. Gundy, W. B. Tindall, C. N. Candee, J. K. Osborne, W. B. Rogers.

(b) From Mr. Wm. Robins, of Walkerville, Ont., confirming his acceptance of the request of the Executive Council that he should remain one of their number.

(c) From Mrs. M. R. Watt, of Victoria, B. C., with reference to an exhibit of "Made in Canada" goods to be given in that city in the near future. The Secretary reported that he was in communication with the British Columbia Branch regarding this matter.

The reports of Officers and Committees were then received as follows, and upon motion were regularly adopted.

### TREASURER

The report of the Treasurer was presented by Mr. Geo. Booth. It contained a statement of the Association's finances up till December 1st.

### SECRETARY

The Secretary reported an interview with the Minister of the Interior at Ottawa, respecting a display of Canadian manufactured goods to be made at the Dominion Industrial Exhibition to be held at Winnipeg in August, 1904. The Minister was assured of the active co-operation of the Association in making this exhibit a success.

A number of the members of the Council expressed their views upon the matter, and urged strongly that the Association should do everything in its power to assist the Government and the manufacturers of Canada in this matter.

Mr. Birge moved, seconded by Mr. McLaughlin, that the Association immediately assure the Minister of the Interior of their approval and appreciation of his plan in this matter, and further that a committee consisting of Messrs. W. K. McNaught, W. K. George, Geo. Booth, J. O. Thorn, Robt. Munro and H. Cockshutt act on behalf of the Executive Council in arranging all the necessary details. Carried.

### FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. P. W. Ellis. It provided for the monthly expenditure of the Association, and submitted the following recommendations:—

(1) That the resignation of Mr. W. T. Stein, Secretary of the British Columbia Branch of the Association, which is now in the hands of the Secretary, be accepted, and that the Executive of the British Columbia Branch be requested to act for the Executive Council in securing a successor to Mr. Stein at as early a date as possible.

(2) That Mr. E. H. Cooper, the Secretary of the Montreal Branch should be reengaged for the ensuing year upon a salary basis set forth hereafter in the report.

(3) That in future 50 per cent. of the entire revenue received from the respective branches of the Association should be placed at their disposal for expenses, 25 per cent. to be paid to the Secretary in each case, and the remaining 25 per cent. to provide for the running expenses of the Branch.

(4) That a special grant of \$150 be placed to the credit of the Executive of the

British Columbia Branch, to enable them to meet the necessities of the current year.

Considerable discussion took place upon recommendation No. 3. The report was eventually adopted as presented.

### RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented, in the absence of the Chairman, by the Secretary. It recommended the acceptance of forty-one applications for membership, the names of which appear in another column.

It suggested further that a monthly circular announcing the names of the new members should be forwarded to all the members of the Association, and stated that the next monthly dinner would probably be held during the last week in January.

### RAILWAY AND TRANSPORTATION COMMITTEE

The report of the Railway and Transportation Committee was presented by Mr. J. O. Thorn, Chairman. It is presented in full on the next page.

At this juncture Mr. S. M. Wickett suggested that consideration should be given as soon as possible to the suggestion of an excursion to Great Britain during the coming summer. A discussion was deferred, however, until a later stage of the programme when it was decided to leave the matter over until the next meeting.

### PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the Chairman, Mr. P. W. Ellis. It stated that while no meetings had been held during the month the Association was preparing the information which it had collected with reference to the supply of labor in the Canadian market and that the grievances of our members in British Columbia were also receiving careful thought and investigation.

### COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. A. W. Thomas. The matters coming before the Committee at its last meeting through the following communications were reported to the Executive Council as follows:—

#### Correspondent Members

(1) Replies with regard to Correspondent Membership from firms and individuals in the following centres—Marseilles, Bourdeaux, London, Paris, Rome. The Committee learned with regret that in all of these cases the replies were unfavorable towards undertaking the representation suggested by the Association. The Committee recognized



that some new principle for appointing foreign correspondents would require to be instituted and until something definite should be decided, it was thought advisable that the Secretary should consult certain reliable authorities in Toronto in order to ascertain if the facilities required could be provided through them.

#### Civic Holiday in Ontario

(2) From Mr. S. H. Kent, Secretary of the Ontario Municipal League, stating that the question of a uniform Civic Holiday in Ontario had come before the Executive of his Association, that they had not looked upon the idea with favor, but that if present conditions maintain after the close of the next session of Parliament the Municipal Association might take the matter up again. The Secretary was directed in connection with this matter to consult with the Commercial Travellers' Association with a view to securing their co-operation.

#### Parcel Post to Countries South of U.S.

(3) From one of the members in Montreal, requesting an investigation into the parcel postage conditions existing between Canada and those countries south of the United States, such as Mexico, Cuba, etc. It was pointed out that the United States postal authorities forbade the establishment of any arrangements which would carry Canadian parcels by post to these countries, and any parcels forwarded from Canada had first to be sent to England. The Committee regarded the conditions as very unfavorable to Canadian trade, and the Secretary was directed to take the matter up with the postal authorities at Ottawa in person at the first opportunity. It was also pointed out that there was a Canadian steamship service between St. John, Canada and Cuba, and that this service might be used to a certain extent by Canadian shippers.

#### Canadian Exhibit in London

(4) From Mr. C. F. Just of the Canadian Offices, with regard to an exhibition of Canadian goods in Crystal Palace, London. Mr. Just enclosed a copy of a pamphlet issued by the Nova Scotia Government showing the splendid results obtained for Nova Scotia fruit through such an exhibit. The Secretary informed the Committee that he was waiting for further information regarding space facilities for taking orders, etc.

#### Miscellaneous

5) From the Honorable Sydney Fisher, stating that his early attention would be given to further consideration of the conditions existing through the discrimination of the Japanese Customs tariff against Canadian goods.

(6) From the Post Office Department at Ottawa, stating that the establishment of a parcel post between Trinidad and Canada, and the securing of an equitable rate on

parcels between Barbados and the Dominion were receiving their careful attention.

(7) From the Department of Customs at Ottawa, stating that the Dominion Government had issued strict precautions with regard to the free admission by post into Canada of catalogues printed in foreign countries, and further, that they were considering certain suggestions made with regard to this matter by the Association.

(8) From Messrs. Otten & Zoon, of Rotterdam, Holland, applying for appointment as correspondent members of the Association in that district. This was held over until the general question of appointing correspondent members should be finally dealt with.



MR. H. COCKSHUTT OF BRANTFORD  
Ontario Vice-President  
Chairman at the December meeting of the Executive Council

(9) From a Canadian firm, with reference to the necessity on the part of Canadian manufacturers of extending a more pronounced preference to Canadian goods in the purchase of supplies, etc.

(10) From R. T. Chatfield, of Auckland, N. Z., with reference to trade with Ceylon, where he expected to appoint agents for importing goods.

(11) From the Mutual Security Co., of Waterbury, Conn., with regard to the establishment of a new system of insurance for protecting manufacturers against strikes. It was agreed that the Secretary should make enquiries into this system before taking any further action.

(12) From Mr. Harrison Watson, with reference to the distribution of the Canadian Trade Index in Great Britain, and offering his services for the entire work. It was agreed that Mr. Watson's services should be

accepted, and an advance cheque for \$75 recommended to be forwarded at once.

The Secretary reported with regard to the increasing of the facilities for securing foreign translations, and it was agreed that the services of Mr. W. C. Campbell, of Toronto, who had been highly recommended, should be used where advantageous, upon the terms quoted in Mr. Campbell's letter dated November 25, 1903.

The Secretary placed before the Committee some facts concerning Canadian export trade as prepared by Mr. Th. de Schryver, Auckland, New Zealand, complaining specially of the indifference and incompetence of some Canadian firms in looking after foreign business. It was unanimously agreed that Mr. deSchryver should be written to and requested to furnish concrete examples, so that the Committee might take up the matter with the members, and point out generally the grievances through the columns of "Industrial Canada."

#### TARIFF COMMITTEE

The report of the Tariff Committee was presented by Mr. W. K. McNaught. The report dealt with a number of important tariff matters that had come before the committee at its last meeting. Dealing with the question of undervaluation imports into Canada and the suggestion that a special commissioner should be appointed who should investigate and prosecute all violations of the law, it was decided that the Association could not at present undertake such an appointment, but that the members should be advised as fully as possible of the arrangements at present existing for the protection of the Canadian market. The Department of Customs were ready at any time to investigate specific instances which might be placed before them, and in order to protect the manufacturers of Canada they had recently issued a regulation providing that any shipments of goods known as "job lots" should be allowed to enter Canada at less than the actual cost of production.

A number of tariff grievances reported by the members were considered in detail.

Owing to the fact that the position taken by the Association on the tariff question and outlined in the recent utterance of the President had been misrepresented by certain newspapers in Canada, the committee recommended that a true statement of their position should be published, and submitted the ultimatum which was finally adopted and which appears in another column.

Dealing with the suggestion adopted at the former meeting that the candidates for election to Parliament should be pledged to a true Canadian policy, the Executive decided that the detailed arrangement in connection with carrying out this matter should be postponed till the Tariff Committee should report again upon the subject.



Interesting reports from Montreal and Toronto Branches were then presented, the former by Mr. C. C. Ballantyne, Chairman, and the latter by Mr. A. S. Rogers. These reports appear in another column.

Before the meeting adjourned it was moved by Mr. C. A. Birge, seconded by Mr. T. A. Russell, that this Executive Council should by special resolution place upon record its deep regret at the loss sustained by the Association and the

Dominion through the death of Mr. W. W. Watson, the late Vice-Chairman of the Montreal Branch, and also that a letter of condolence should be forwarded to Mrs. Watson at Montreal. This was unanimously carried and all who spoke referred in the highest terms to Mr. Watson's sterling character and his deep interest in the work of the Association.

The meeting then adjourned.

## Railway and Transportation Committee

*Presented at the Meeting of the  
Executive Council on December 17*

**Y**OUR Railway and Transportation Committee beg to report as follows :

Acting upon the instructions of the Executive Council, a special Transportation Expert has been engaged and regularly installed as a member of the Secretary's staff at the Head Office. The committee feel that they have been fortunate in securing for this office the services of Mr. W. H. D. Miller, late assistant to Mr. W. B. Bulling, of the Canadian Pacific Railway. Mr. Miller has had an experience of sixteen years in the Canadian Pacific Railway service. He has been engaged for a period of one year.

Your committee believe that this marks a new era in the progress of the Association's work, and the extent of its usefulness. Already a great deal of light has been thrown upon the transportation conditions as they exist at the present time, and your committee is most hopeful that they will be able to secure splendid results in the interests of the shippers.

Your Manager of the Transportation Department assumed duties on the first of December, and immediately proceeded to compare the present classification with that last approved of by the Governor-in-Council, numbers twelve and eleven respectively. The new classification includes a considerable number of additions and a large number of reductions, and a number of advances in the ratings. The additions seem to have been made in the interests of a growing trade and the development of the country; the reductions apparently have been made upon the individual merits of each commodity, while as regards advances, some of them are of little importance, on the other hand, there are a number which are of vital importance to some of your members. In investigating some of the conditions surrounding the advanced rates, it was necessary to go to Oshawa and Preston, and while there, the Manager of the Transportation Department called, as far as time would permit, upon the members of the Association in those towns. The Association members in Toronto have also been called

upon in the same connection. The Manager of the Transportation Department also spent Friday and Saturday, December 11th and 12th, in Montreal, interviewing some of the Association members, the representatives of the freight department of the Grand Trunk, your President and your local Chairman. He also had a lengthy conference with the management of the freight departments of the Grand Trunk and Canadian Pacific Railways with regard to the classification when matters were very pleasantly and thoroughly discussed, and it is hoped that the results of this conference will be entirely good. A conference was also held with the Western Freight Committee of the General Freight Agents' Association on Wednesday, the 16th, your Chairman being subsequently called in to furnish certain information. Nothing conclusive, however, has resulted from this conference, or at least, it is too early to say what the results will be.

It might be noted by the Association with interest that in a recent suit entered by the St. Mary's Creamery Co. against the Grand Trunk Railway with reference to a consignment of butter for Manchester, England, that in answer to the Railway's contention that by contract the butter was sent at owner's risk. His Lordship, Chief Justice Meredith, in awarding the complainants \$488 damages, held that by the Railway Act, Railway Companies were precluded from contracting themselves out of liability.

The members of the Association have been notified of Mr. Miller's appointment, and your committee will be gratified to have any transportation grievances which affect their business in any way presented for Mr. Miller's consideration and advice.

We hope that all the members will make the fullest possible use of the new department.

All of which is submitted,

J. O. THORN, Chairman.

R. J. YOUNGE, Secretary.

## APPLICATIONS PASSED AT LAST EXECUTIVE MEETING

American-Abell Engine and Thresher Co., Limited, Toronto, full line threshing machinery.

A. Aubry & Fils, Montreal, pieced, stamped and japanned tinware.

J. Barsalou & Co., Montreal, soaps.

Walter E. Booth, 2nd representative The Booth Copper Co., Limited, Toronto.

The Burnside Smith Publishing Company, Limited, Montreal, trade publications.

F. E. Butcher, St. Marys, Ont., cooperage.

Wm. Caldwell, 3rd member Canada Paper Co., Montreal.

Caron Bros., Montreal, jewelry, enamelled.

The Canadian Breweries, Limited, Montreal, ale, porter and lager.

Canadian Bullock Electric Mfg. Co., Montreal, electrical machinery.

The Charlottetown Condensed Milk Co., Limited, Charlottetown, P.E.I., condensed milk, evaporated cream, unsweetened, condensed milk, condensed coffee, etc., etc.

Clatworthy & Co., Toronto, display fixtures, wax figures and forms, glass counters, etc.

Cooke & Tait, Vancouver, B.C., lumber and shingles.

Charles F. Dawson, Montreal, account books and office supplies.

W. F. Dean, 4th member Canadian General Electric Co., Montreal.

Dominion Antimony Co., Limited, Quebec, P.Q., products of antimony oil.

The Dominion Flower and Feather Mfg. Co., Montreal, flowers and feathers.

Dominion Linseed Oil Co., Montreal, linseed oil.

Dominion Optical Co., Toronto.

Electro-Manganese Co., Limited, Shawinigan Falls, Que., ferro-manganese.

John Fisher & Son, Limited, Dundas, Ont., paper and twines.

H. J. Fisk & Co., Montreal, leather.

T. M. Fox, Montreal, glue, glue size and neatfoot oil.

Flett, Lowndes & Co., Toronto, neckwear, belts, dress-shields, etc.

I. Frankenburg & Sons, Montreal, Ltd., waterproof and rainproof garments and costumes.

The Hamilton Stamp and Stencil Works, Hamilton, Ont., steel stamps and general printing stamp appliances. Stencils, tire moulds for bicycles, etc.

R. Harmer, 4th member Massey-Harris Co., Limited, Toronto.

J. H. Housser, 3rd member Massey-Harris Co., Limited, Toronto.

C. H. Johnson & Sons, Ltd., St. Henri, Montreal, wire cloth.

John P. Kelly, Halifax, N.S., leather goods, harness, bags, etc.



Harry H. Love, Toronto, sporting goods, etc.

Peter Lyall & Sons, Montreal, stone quarry.

Maple Leaf Woollen Mills Co., Toronto, woollens, etc.

National Cash Register Co., Toronto, national cash registers.

J. Kerr Osborne, 2nd member Massey-Harris Co., Limited, Toronto.

Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C., lumber and shingles.

J. A. Publow, 2nd member International Harvester Co. of Canada, Limited, Hamilton, Ont.

The Shawinigan Lake Lumber Co., Victoria, B.C., lumber.

Sheridan Mfg. Co., Limited, Toronto, iron castings.

The Turnbull Elevator Mfg. Co., Toronto, elevators (passenger and freight).

W. E. Matthews, 2nd member The George Matthews Company, Limited, Hull, Canada, pork, lard, bacon and meats.

## MONTREAL BRANCH

### *A special meeting held—Resolution of condolence passed*

**D**URING the past month the Executive Committee of the Montreal Branch has been convened on two occasions. A special meeting was called on Nov. 23 to pass a resolution of condolence with the family of the late W. Wallace Watson, the Vice-Chairman of the Montreal Branch of our Association, who died on the 21st of November at the Montreal General Hospital. Mr. Watson was one of Montreal's most successful, patriotic, and most amiable business men, and his death is a peculiar loss to this Association inasmuch as he was one of those that first favored the organization of Montreal manufacturers into a branch of a national body. A resolution of sympathy with Mrs. Watson and family was passed, and the Executive Committee attended the funeral.

#### REGULAR MEETING

The regular meeting of the Executive was held on Dec. 10th, presided over by the Montreal chairman, Mr. C. C. Ballantyne. The membership campaign had resulted in the application of sixteen new members, which were passed.

#### SLOW DELIVERY

A grievance was tendered by one of the members in regard to the slow delivery of

express parcels from the customs warehouse. Of late there has been considerable congestion and delay and it was decided to address the Minister of Customs upon the matter.

#### INCREASED APPROPRIATION ASKED

It was decided also to request the Executive Council to increase the appropriation for the expenses of the Montreal branch in order to secure greater office accommodation. The chairman of the Finance Committee, Mr. J. S. N. Dougall, was requested to represent the views of the branch to the Finance Committee of the Executive Council.

#### MID-WINTER BANQUET

It was decided to have our regular mid-winter banquet in Montreal sometime in January and to request the Hon. Sir Wilfrid Laurier and Mr. R. L. Borden, M.P., to be our guests.

The Secretary reported that during the month a Montreal section of Manufacturing Gold and Silversmiths had been formed with laudable aims.

Permission was granted the Secretary to act as the Secretary of the Montreal Technical Institute until such time as it was substantially organized.

recommended. The names of these new members appear in another column.

#### BOARD OF EDUCATION

(3) The Education Committee of the Branch, appointed to act in conjunction with the Committee of the Board of Trade to arrange ways and means for bringing out and electing desirable persons for the new School Board of the City, reported that after several joint meetings had been held, it was deemed advisable to call a public meeting of the citizens. This meeting was held, but was not as well attended as the importance of the subject merited. A Nominating Committee was appointed with instructions to recommend desirable candidates for the approval of the electors. This has been done, but about half of those approved of have asked to have their names withdrawn from the list recommended by the Committee. The Branch requested the Education Committee to remain in office and to report later on what action, if any, should be taken.

#### HARBOUR IMPROVEMENT

(4) The Harbour Improvement Committee, in introducing their report acknowledged the assistance and encouragement received from Messrs. A. B. Lee, J. T. Matthews, C. W. Postlethwaite, W. T. Jennings and John Bertram. The report presented gave facts regarding the present condition of the harbour. It also made a reference to several reports that had been made on the same, starting as far back as 1834. At as early a date as that, a report of the Committee appointed by the Province suggested that the course of the Don be turned East, so as to prevent the deposit of alluvium into the bed of the harbour. All the later reports contained the same recommendation.

The report also went into the cost of dredging, and showed that about \$3,000 per annum had to be spent on account of the silt deposited from the Don.

The Committee reported also regarding the deposit of the sewage in the harbour, and gave figures showing the quantities deposited daily. They pointed out the importance of having the city take steps to prevent this, but at the same time recommended to the Branch that they give all their efforts for the present, at least, to the straightening of the Don and they recommended that the Branch take steps to put their views before the Dominion Government with this end in view.

The report was received, and a vote of thanks tendered the Committee for their efforts. They were asked to continue in office and to suggest at the next meeting the best means for impressing their views on the authorities.

#### FIRE INSURANCE

(5) The Branch is making careful investigations regarding the amount of Fire Insurance and the rates of the same carried by its members. The Secretary reported that in response to a circular letter asking for such information a fair proportion of the members had replied, and instructions were given to forward another letter urging the importance of this matter.

## TORONTO BRANCH

### *Several Important Matters up for Consideration—Thirteen New Members Recommended—Municipal Questions Discussed*

**T**HE regular meeting of the Executive of the Toronto Branch was held on December 12th. There were present Messrs. J. P. Murray, (chairman), C. N. Candee, R. J. Christie, W. K. George, Geo. H. Hees, D. T. McIntosh, F. A. Ritchie, A. S. Rogers, J. T. Sheridan, F. J. Smale, J. O. Thorn, W. B. Tindall. The following matters came up for consideration:—

#### WELSH COAL

(1) Mr. P. B. Ball, the Canadian Commercial Agent in Birmingham, England, wrote with regard to the possibility of ship-

ping Welsh coal to Canada, and stated that collieries in Wales had offered him as much coal in 200 lb. bags for samples as he could place to advantage. He also stated that the C. P. R. had offered transportation without charge to Montreal. The Secretary was instructed to take this matter up with Mr. Ball, and procure an analysis of the coal and find out if shipping rates could be secured so as to enable the coal to be laid down here as cheaply as Pennsylvania coal.

#### NEW MEMBERS

(2) Thirteen applications for membership were approved, and their acceptance



## SITUATION ON TARIFF

### A STATEMENT OF THE POSITION TAKEN BY THE CANADIAN MANUFACTURERS' ASSO- CIATION REGARDING THE TARIFF

1. The Canadian Manufacturers' Association is absolutely non-political.

2. It has declared itself during the past two years in favor of an early and thorough revision of the Canadian tariff.

3. It has advocated such revision

(a) In order that manufacturing in Canada may keep pace with the changed conditions and the needs of our market.

(b) In order that capital and labor in Canada may be properly protected from the specialized and heavily protected industries of foreign countries which use the Canadian market as their dumping ground.

(c) In order that Canada's resources may be developed and Canadian industries built up.

(d) In order that the surplus requirements

of the Canadian market may be supplied from British rather than foreign sources.

4. The Association does not advocate the adoption of the United States tariff. Some lines of manufacture in Canada may require as much protection as the same lines receive in the United States, many may require less. What we believe to be necessary is a tariff framed from a national stand-point, primarily for Canadian interests and also to build up an increased trade with other parts of the British Empire. Above all, however, it must enable Canadian products to meet the competition of foreign labor on fair and equitable terms.

5. The Association believes that it will be in the true interest of every citizen of the Dominion to revise the tariff so as to extend to every Canadian industry—mining, fisheries, agriculture and manufacturing—the same efficient protection against foreign competition.

in just as good condition and answered every requirement as well as the heavier one. By using the lighter case the local merchant would have been saved freight on the extra 25 pounds. Where the shipment consists of a large number of cases and where a firm receives perhaps hundreds each month, the money wasted in a year on the needless weight amounts to a considerable sum.

A local merchant stated that he recently received a shipment of stationery from the east. The shipment consisted of flat paper and envelopes. The freight rate on the latter was 1½ cents a pound more than on the flat paper. The goods were all put up in one package, and the railroad charged the envelope rate on the entire shipment. Had the paper been put up in one package and the envelopes in another, the envelopes would have been charged at the envelope rate and the paper at the paper rate, and the consignee would have saved something thereby. These items count in a business where the margin of profit, at the best, is not large.

When goods are sold on 30 days time it frequently happens that they are not shipped till after the draft is sent. Then, too, goods are delayed in transit and it is often the case that the draft is presented for payment before the goods come to hand. This is awkward, as merchants like to see what they are paying for before they are called upon to liquidate, at the same time, they do not care to refuse the draft, and hence they pay, perhaps to find that what they have received is not according to sample.

It is not unusual that articles different from the sample are sent, much to the annoyance of the consignee. This is because the eastern merchant does not have just what is wanted in stock, and sends something which he considers "just as good," but which may not be at all suited to local requirements.

If the shipments were sent a hundred or two miles from Toronto it would be an easy matter to quickly obtain what was needed, but as it would take at least a month to change the goods the local dealer, after some strong comments on the consignor, accepts them and does the best he can with them, though he is far from satisfied with what has been sent to him.

All that the local merchants ask of their eastern brethren is a little more care, a consideration of the facts that distances are long between the east and here, and that for every pound of freight sent over that distance a good price is exacted; that reasonable time should be allowed even when goods are bought to be paid for in thirty days; that goods should be shipped according to sample. With attention to such details as these the western and the eastern dealers can get on very well together.—*Nelson News.*

## Trade Suggestions from Western Canada

### How the Nelson News Views the Situation—Details Worth Consideration

THE members of the Canadian Manufacturers' Association have had considerable to say regarding the trade of the West and the necessity for catering to it since they returned to the East from their recent visit. It is a trade which they will do well to foster for it is growing and nowhere have our populous centres reached anywhere near their full proportions. The West is just as anxious to patronize the East as the East is to secure our trade. In order, however, that the eastern merchants and

manufacturers may enjoy this trade they must study its wants, its needs, its peculiarities, and be prepared to give it that close attention which it deserves.

The distance between towns in British Columbia and Toronto, for instance, is long and the freight bills are high. Merchants here claim that very light goods are sometimes put up in heavy packing cases. These weigh as high sometimes as 50 pounds, when a case weighing 25 pounds or even less would have brought the goods through

## WE AND OUR NEIGHBORS

### TRADE STATISTICS FOR 1902, EXCLUDING GOLD AND SILVER.

|                                                               | MERCHANDISE   |
|---------------------------------------------------------------|---------------|
| Canada sold to the United States - - - - -                    | \$ 46,907,299 |
| Canada bought from the United States - - - - -                | 114,752,396   |
|                                                               | FARM PRODUCTS |
| Canadian farm products sold to the United States - - - - -    | \$ 7,024,141  |
| Similar farm products bought from the United States - - - - - | 16,010,355    |

Raw Cotton, Southern fruits and other things that cannot be grown in Canada are excluded from above statement of farm products imported.

Per head of population each Canadian buys thirty-two times as much from the United States as each American buys from Canada.

Canadians in the United States about 1,200,000.

CAUSE—The United States has a High Protective Tariff while Canada has a Low Protective Tariff.



# THE NEW ZEALAND PREFERENTIAL TARIFF

*Text of the Preferential and Reciprocal Trade Bill recently passed, with a table explaining the New Schedules.*

**A**N Act to encourage Trade with the British Empire by imposing Extra Duties on certain Imports, and to provide for Reciprocal Trade with Foreign Countries.

Be it enacted by the General Assembly of New Zealand in Parliament assembled, and by the authority of the same, as follows:—

1. The short title of this Act is “The Preferential and Reciprocal Trade Act, 1903”; and it shall form part of and be read together with “The Customs Laws Consolidation Act, 1882” (hereinafter referred to as “the principal Act”).

## PREFERENTIAL TRADE

2. From and after the passing of this Act there shall be leviable on the several articles mentioned in the *First* and *Second* Schedules hereto imported into New Zealand, and not being the produce or manufacture of some part of the British dominions, in addition to the duties authorized under any tariff for the time being in force in New Zealand, the following duties:—

(a) On the article specified in the *First* Schedule hereto, an amount equal to the amount payable under the said tariff;

(b) On the articles specified in the *Second* Schedule hereto, an amount equal to one-half of the amount payable under the said tariff.

3. From and after the passing of this Act there shall be leviable on the several articles mentioned in the *Third* Schedule hereto imported into New Zealand, and not being the produce or manufacture of some part of the British dominions, duties of Customs equal to *twenty* per centum of the value for duty as defined by the principal Act, or by any Act amending the principal Act.

## EXEMPTIONS

4. The provisions of sections *two* and *three* hereof shall not be applicable in the case of—

(a) Goods imported on or before the thirty-first day of March, one thousand nine hundred and four, if it is proved to the satisfaction of the Collector that an order for the goods was sent from New Zealand on or before the sixteenth day of November, one thousand nine hundred and three.

(b) Rails for tramways and other goods mentioned in the Schedules hereto directly imported before the thirty-first day of March, one thousand nine hundred and six, for use in the construction or equipment of any tramway for which plans and specifications have been completed or are in course of preparation on the passing of this Act.

## WHEN DUTIES PAYABLE

5. The duties authorized under this Act shall be levied, collected, and paid on

importation into New Zealand, on or before clearance from any warehouse for home consumption, at the time of making import entry or home-consumption entry therefor.

6. On the importation of any articles mentioned in any of the Schedules hereto, the importer or his agent, in addition to the

particulars required by the principal Act to be given on the entry of dutiable goods, shall state, to the best of his knowledge, information, and belief, the country of which such goods are the produce or manufacture, and shall satisfy the Collector, by declaration or otherwise, of the truth of such statement

## SCHEDULES

### FIRST SCHEDULE

|             | Preferential<br>Tariff. | General<br>Tariff. |
|-------------|-------------------------|--------------------|
| Cement..... | 2s. Bbl.                | 4s. Bbl.           |

### SECOND SCHEDULE

|                                                                                                                                                                            |              |         |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|---------|
| Basket and wickerware, n.o.e., not being furniture .....                                                                                                                   | 20%          | 30%     |
| Bicycles, tricycles, and the like vehicles, also finished or partly finished or machined parts of same, n.o.e., including weldless steel tubing cut to short lengths ..... | 20%          | 30%     |
| Boots, shoes and slippers, n.o.e., goloshes, clogs, pattens, vamps, uppers and laces .....                                                                                 | 22½%         | 33¾%    |
| Candles .....                                                                                                                                                              | per lb. 1d.  | 1½d.    |
| Carriages, carts, drays, wagons, and perambulators, and wheels for same.....                                                                                               | 20%          | 30%     |
| China, porcelain, and parianware .....                                                                                                                                     | 20%          | 30%     |
| Clocks .....                                                                                                                                                               | 20%          | 30%     |
| Cordage and ropes, n.o.e. ....                                                                                                                                             | 20%          | 30%     |
| Cream of tartar .....                                                                                                                                                      | per lb. 1d.  | 1½d.    |
| Earthenware, stoneware and brownware .....                                                                                                                                 | 20%          | 30%     |
| Fancy goods and toys .....                                                                                                                                                 | 20%          | 30%     |
| Firearms—all kinds .....                                                                                                                                                   | 15%          | 22½%    |
| Fish, potted and preserved .....                                                                                                                                           | per lb. 2d.  | 3d.     |
| Furniture and cabinetware, n.o.e., and other than iron .....                                                                                                               | 25%          | 37½%    |
| Glass, crown, sheet and common window, per 100 ft. superficial .....                                                                                                       | 2s.          | 3s.     |
| Glassware; also plate glass, and glass polished, colored, and other kinds, n.o.e., globes and chimneys for lamps.....                                                      | 20%          | 30%     |
| Hardware, ironmongery and hollowware .....                                                                                                                                 | 20%          | 30%     |
| Hops .....                                                                                                                                                                 | per lb. 6d.  | 9d.     |
| Iron nails .....                                                                                                                                                           | per cwt. 2s. | 3s.     |
| Iron pipes and fittings for same, including main cocks .....                                                                                                               | 5%           | 7½%     |
| Lamps, lanterns and lamp wick .....                                                                                                                                        | 15%          | 22½%    |
| Musical instruments, viz., pianos.....                                                                                                                                     | 20%          | 30%     |
| Paperhangings.....                                                                                                                                                         | 15%          | 22½%    |
| Paper, wrapping, other kinds, including brown, cartridge and sugar papers .....                                                                                            | per cwt. 5s. | 7s. 6d. |
| Plate and plated ware .....                                                                                                                                                | 20%          | 30%     |
| Pumps and other apparatus for raising water .....                                                                                                                          | 20%          | 30%     |

### THIRD SCHEDULE

|                                                                                                                                                                                                                                                                                    |         |     |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-----|
| Bicycles and tricycles, fittings for—viz., rubber tires, pneumatic tires, outside covers, and inner tubes; rubber and cork handles, and pedal rubbers; also drop-forgings and stampings, ball-bearings, weldless steel tube in full lengths, rims, forks, and spokes in the rough. | } Free. | 20% |
| Gas-engines and hammers, and oil-engines.                                                                                                                                                                                                                                          |         |     |
| Gumboots.                                                                                                                                                                                                                                                                          |         |     |
| Iron and steel cordage.                                                                                                                                                                                                                                                            |         |     |
| Iron, plain black sheet, rod, bolt, bar, and plate.                                                                                                                                                                                                                                |         |     |
| Printing-paper.                                                                                                                                                                                                                                                                    |         |     |
| Rails for railways and tramways.                                                                                                                                                                                                                                                   |         |     |
| Sailcloth, canvas, and unbleached double-warped duck.                                                                                                                                                                                                                              |         |     |
| Surgical and dental instruments and appliances.                                                                                                                                                                                                                                    |         |     |
|                                                                                                                                                                                                                                                                                    |         |     |



7. If a Collector has reason to believe that any goods are not the produce or manufacture of the country stated on such entry, he may detain them for examination; and if, after due enquiry, he is satisfied that such statement was false the goods shall be forfeited and dealt with as directed by the principal Act in the case of forfeited goods.

#### AFTER JUNE 30

8. With respect to all articles mentioned in the Schedules hereto imported into New Zealand after the thirtieth day of June, one thousand nine hundred and four,—

(a) The full duty under this Act shall be payable unless there is produced to the Collector an invoice of the goods having written or printed thereon a certificate signed by the sender or consignor, in such form as may be prescribed by the Commissioner, stating that the goods are *bona fide* the produce or manufacture of some part of the British dominions named in the certificate.

(b) No such invoice shall relate to any goods other than those to which the certificate refers.

(c) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the

invoice, and if any other goods are found in any such package they shall be forfeited.

(d) Every importer or agent of an importer who produces any invoice or certificate under this section knowing the same to be false in any particular is liable to a fine not exceeding *one hundred* pounds, or, at the option of the Commissioner, to treble the value of the goods specified in such invoice.

#### DUTY ON TEA ABOLISHED

9. (1) From and after the thirty-first day of March, one thousand nine hundred and four, no duty shall be leviable on tea grown in any part of the British dominions, except on tea in packets not exceeding one pound in weight.

(2) The provisions of sections *three to five* hereof shall apply to every importation of tea after the date last mentioned.

10. In any proceeding arising under this Act the onus of proof that any goods are the produce or manufacture of any part of the British dominions shall be on the importer.

11. The Governor may from time to time, by Order in Council gazetted, make regulations for carrying this Act into effect, and may impose fines for the breach of any such regulation not exceeding *one hundred* pounds.

#### RECIPROCAL TRADE

12. Where any country being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may enter into an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country:

Provided that no such agreement shall have effect until ratified by Parliament.

#### WITH FOREIGN COUNTRIES

13. Where any country not being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may, subject to or by virtue of a treaty with His Majesty, negotiate with such country for an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country, to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country:

Provided that such agreement shall not have effect or be operative until ratified by an Act of the Parliament of New Zealand.

## THE CLIMATE OF CANADA

By R. F. Stupart, Director Dominion Meteorological Service

CANADA stretches from Atlantic to Pacific and at one point from as far south as latitude 41° to the Arctic Ocean. Its climate is accordingly so varied, and its dominating climatic influences so diverse, that the salient features of Canadian climate can perhaps best be summarized by taking each Province separately, and endeavoring to sketch the normal weather conditions of the several seasons.

I wonder how many Canadians have realized that compared with London, England, Toronto lies 550, Montreal 418 and Halifax 478 miles further south? A large portion of Ontario is indeed as far south as the South of France and Northern Spain and Italy. The southern point of Ontario is further south than Rome. Portions of the North-West Territories covering a strip of territory 70 miles wide, running through Manitoba, Assiniboia and Alberta, are more southerly than any portion of England.

In fact none of Canada's present wheat fields in Manitoba and the North-West Territories lie as far north as Scotland. It is my belief that in the not far distant future, some of the choicest land of America will be found still further north than at present, under the shelter of the Rocky Mountains.

Vancouver Island in the Pacific Ocean occupies somewhat the same position in relation to the American Continent that Great Britain in the Atlantic does to Europe. It lies too between nearly the same parallels of latitude. Its climate, like that of British Columbia, varies much with the orographical features of the country. The annual rainfall along the exposed western coast of the Island is very great, generally exceeding one hundred inches, but in the more eastern districts it is less than half that amount. May to September is usually a comparatively dry period, while copious rains fall between September and March. The mean monthly and mean annual temperatures correspond very closely with those found in parts of England; the summers are quite as long and severe frost scarcely ever occurs.

On the eastern side of the Straits of Georgia, that part of the Province which lies south of the Canadian Pacific Railway, corresponds in latitude to the southern half of England. The summer here is decidedly warm. The winter increases in severity with the distance from the coast and the higher levels inland. At Agassiz, on the Lower Fraser, about seventy miles from Vancouver, is situated one of the Dominion

Experimental Farms. Here the average mean temperature of January is 33° and of July 64°, with a daily range of 10° in the former and 26° in the latter month; the lowest temperature on record being 13° and the highest 97°. Frosts seldom occur in May and there is no record of any during the summer months. The annual rainfall is 67 inches, 66% of which falls between October 1st and March 31st.

East of the Coast Range in the Yale and West Kootenay Districts the climate is somewhat different. The summers are warmer, the winters colder, and the rainfall rather scant. Bright dry weather is the rule. But the cold of winter is scarcely ever severe, and the hottest days of summer are made pleasant by the dry and cool nights. In this region, March is distinctly a spring month, and the temperature of April corresponds very closely with that of the same month in England. Grapes and peaches thrive, and tobacco is a crop which is yearly proving a greater success.

In the mountainous section of East Kootenay, the winters are colder again. But even here the summers are warmer and the winters not so cold as in St. Petersburg.

Passing eastward of the Rockies we come to the prairies of the North-West, first the



vast ranching areas of Alberta and Western Assiniboia, then the wheat lands of Northern Alberta, Saskatchewan, Eastern Assiniboia and Manitoba.

The climate of those territories lying immediately to the east of the mountains is one of peculiar interest as it presents marked features which are unknown in countries near the sea and away from the mountains. There are, for instance, rapid changes of temperature which frequently occur in short intervals of time. It is remarkable too that the summer season in the Great Mackenzie basin just under the Arctic Circle is nearly as warm as in Alberta. The now well known Chinook or Foehn effect explains the rapid changes in short intervals. This effect can be noticed to a greater or lesser extent under the lee of mountains, on the windward side of which moisture is precipitated. We now know that the moist ocean winds which are forced up the western slopes of the mountain, owing to condensation of moisture, do not cool so rapidly as they otherwise would. Subsequently, mechanical heating by compression as they descend the western slopes brings them to the prairies warm and dry. Normal winter conditions over the middle and higher latitudes are high barometric pressure over the continents and low pressure over the oceans, which conditions obviously do not produce the Chinook wind. But the normal conditions are at times broken by storm centres moving to this continent from the Pacific. It is when the movement of a storm centre causes a south-west and westerly flow of air across the Rocky Mountains from the Pacific that the Chinook blows over our western prairies. Sometimes a change of wind from north and north-east to south-westerly will in Alberta mean a rise of temperature from perhaps 20° below zero to 40° above in a few hours.

The variability of seasons is due in great measure to the varying position of the mean track of storm centres in different years. The average mean track for January, deduced from many years, is across southern British Columbia. In some winters, however, the centres persistently move farther south than in others, and pass into the continent over Washington or Oregon States. At such times the Chinook does not blow east of the mountains in the Canadian Territories, while north-east and north winds prevail accompanied by continued low temperature. In other years the storm centres just as persistently move across northern British Columbia. The Chinook is then the rule rather than the exception, and the weather under the lee of the mountain keeps mild. As example of this variability, the mean temperature of January, 1886, at Edmonton, was 13.4° below zero while in 1889 it was 21.6° above, a range of 33.3°. In February, 1887, it was 10.4° below and in 1889, 21.9° above, a range of 32.3°; in November, 1896, it was zero, and in November, 1890, it was

38°. All other stations in Alberta show very similar variations, which are much greater than the difference between normal values for the warmest and coldest months at stations on the Pacific Coast. For example, the normal temperature of Victoria for January is 37° and for July 60°. This means a range of only 23°. In the summer months, on the other hand, the range of temperature at those stations under the mountains between different seasons is as small as at stations on the coast.

In Alberta the winter months are in some cases excessively cold. But scarcely a month goes by without one or perhaps several breaks when the temperature exceeds 40° and at times upwards of 50°. The highest temperature registered at Calgary in January was 58° on the 23rd, 1892, and at Edmonton 52° on the 22nd, 1892. At Edmonton, on an average, out of the 59 days in January and February, the temperature exceeds 32° on 17 days and at Calgary on 23 days. On the other hand, at neither stations has there been a January in which the temperature has not fallen to 20° below zero and 57° below has been recorded at Edmonton and 48° below at Calgary.

March shows a marked improvement in temperature, the normal for Calgary being 26.2°, with an average maximum of 38.2°, and at Edmonton 24.2°, with an average maximum of 35.7°. The lowest March temperature recorded at Calgary was 34.2° below on the 3rd, 1896, and at Edmonton 39.5° below on the 3rd, 1889.

In Alberta there is a great deal of sunshine, the annual amount of cloudiness being only about 70 per cent. of the average amount at Toronto, where, roughly speaking, the average cloudiness during the fall and winter months is 72 per cent. and about 50 per cent. in summer. In Alberta, however, winter and summer months show about the same amount, and give a yearly average of 43 per cent.

The rainfall of Alberta, like the temperature, is variable, being more changeable in the Southern than in the Northern portions. At Calgary in 1892 the precipitation for the year was only 7.91 inches as against 34 inches in 1902. For five years the rainfall has been ample in this region, while for many years prior to 1897 it was so scant that in several of the years irrigation appeared necessary for successful crops. We can now only assume that there will be returns to the dry conditions. In Northern Alberta the differences do not appear to be so great, while still further north there are good grounds for belief that the annual precipitation is much more uniform. I am quite of the opinion that the Government is acting in a most judicious manner in providing for irrigation in the southern parts of Alberta.

I should like to draw attention especially to portions of the Dominion not so well

known as Alberta; to large tracts where agriculture is scarcely yet even in an experimental stage, the territory of Athabasca and the valley of the Mackenzie River. Perhaps many of us have been accustomed to think of the climate of that country as too severe for ordinary habitation, and the country of little value. Believe me this is quite erroneous. From the report of the Select Committee of the Senate appointed to enquire into the resources of the Great Mackenzie Basin, I find that region is composed largely of arable and pasture lands, and parts of it are well wooded. The question then is, is the climate such that cereals and vegetables will ripen, and is it suitable for stock? We have had from six to ten years of observations at several points within the region and it must be a subject of congratulation to know that from May to the end of September the climate is most desirable. Even where the Mackenzie crosses the Arctic Circle, the weather during June, July and August is really summer weather; the temperature on the average rises to nearly 70° each day and frequently to over 80°. As the sun is above the horizon for the larger part of the 24 hours, we know that vegetables will ripen; and there is a well founded suspicion that wheat and barley may be successful crops at least as far north as Fort Simpson in Latitude 62°. The feature which seems least promising is that there is certainly a tendency for a frost at least once during the first ten days of June and again after the 20th of August. It is doubtful whether the early frost will do any damage. The late one is perhaps more to be dreaded. It appears to me that it would be money well spent to send out a few good farmers, providing them with stock and paying them regular salaries, to see what can be done in the various districts. My impression is that such men could make comfortable homes for themselves, and that their salaries would be so much money saved. It is quite true that the winters become more severe as the latitude increases. At Edmonton the mean winter temperature, December to March is 12°; while at Dunvegan it is 1°, Fort Chipewyan on Lake Athabasca it is 5° below, Fort Simpson, 13° below and Fort Good Hope, 25° below. But in the summer the change is very gradual, at Edmonton, June to August, the mean temperature is 59°, at Fort Chipewyan, 59°, at Fort Simpson, 57° and at Fort Good Hope, 56°. It is my impression, however, that the northern country will not be so favorable for stock as is Alberta, as a fairly constant covering of snow will, I fancy, necessitate winter feeding and housing.

The stories we have been accustomed to hear of temperatures frequently more than 50° below zero and occasionally of 70° to 80° below are fallacious. To find such temperatures common, one must go to



Siberia, they are not to be found in Canada. There are only two instances of 70° below in all our records, 60° below is very infrequent and 50° below only occurs very occasionally.

I feel assured that the capital which builds railways through our northern country will not be capital wasted; the railways will be opening up territory more desirable as regards climate than are many of the thickly inhabited portions of the globe.

In Manitoba and the eastern portions of the Territories the rainfall is not so variable as near the mountains. This is probably in part due to the fact that at least a portion of the moisture is brought from the Lower Mississippi Valley and in part to a closer proximity to the Great Lakes and Hudson's Bay. In Manitoba especially, the farmer need not greatly fear drought, and while frost towards the end of August may occasionally do some damage, yet there can be little doubt that for wheat growing and mixed farming, our Prairie Province is one of the most desirable portions of the Continent. The dry cold of the North-West winter months is by no means as penetrating as the moister cold of Ontario and with much bright sunshine the climate is enjoyable even though the temperature is so frequently below zero.

Ontario with an area of 222,000 square miles has its most northerly point in latitude 52°, a little further north than London, England, and its most southerly point in 41° 40', a little further south than Rome. It forms the northern and eastern shore line of four of the Great Lakes of America (Superior, Huron, Erie and Ontario) and its eastern and western confines are over a thousand miles apart.

The annual precipitation is ample for agricultural purposes throughout the Province, ranging from 30 to 42 inches. Wherever the land is suitable, the climate admits of successful farming, except, perhaps, near the height of land north and west of Lake Superior. The effect of large bodies of water in tempering the climate is clearly shown in Ontario. North of Parry Sound district and in the valley of the Upper Ottawa the winters are nearly as severe as in Manitoba, while further south, with the Lakes Huron and Michigan lying to the westward the climate is much more moderate. The Peninsula of Ontario lying between Huron, Ontario and Erie, has to my mind one of the finest climates in the world. Between the middle of May and the middle of September the whole of this district is included between the same isotherms as the greater portion of France, and winter

arrives only after a protracted autumn about the beginning of December. In the more southern and western counties of the Province the April mean temperature corresponds nearly to that of the South of Scotland, and in May the mean temperature of the whole district is slightly higher than for the South of England. The summer months proper are distinctly warmer than in England, but in few districts does the mean temperature rise above 70°. Hence the heat is by no means excessive.

The summers of Western Quebec are as warm as in Western Ontario. In July the 70° isotherm passes not far south of Montreal, the 65° through Quebec City. For most of the Gaspé Peninsula the mean temperature is somewhat lower than 60°. The Quebec winters are cold, dry and bracing and may very fairly be compared with those of St. Petersburg and Moscow. Zero temperatures while not infrequent are not the rule, and only on a few occasions in each winter is the Province given an exceedingly cold dip. The third week in April sees the trees along the St. Lawrence budding, and not until late in November do the last red sear leaves fall.

*(Continued in next issue.)*

## THE REMEDY FOR UNDERVALUATION

*Facilities placed at the disposal of the Association by the Customs Department—Means of Relief Specified*

IT is scarcely necessary to call the special attention of Canadian manufacturers to the "dumping" of many classes of goods upon the Canadian market—a grievance which has long existed, but which is assuming much more gigantic proportions with the present and growing indications of industrial depression in the United States.

The Hon. Geo. E. Foster, in his recent reference to this injustice, has laid emphasis upon the important fact that industrial warfare, as it exists to-day, has become in a large measure national as well as individual, but the specialized and the heavily protected industries of the United States find Canada an "easy" market, the present tariff being in many cases far short of what it should be to protect Canadian manufacturers and workingmen from disasters of "illegitimate cheapness." We desire to call to the attention of the members of this Association the facilities placed at their disposal through the Customs Department of Canada to protect them from injustice. With a tariff which is on many lines insufficient, the most effective remedy available is the keen vigilance of Canadian customs officers at every port of entry. We have reason to believe that the Customs Department desires its officers to

make every legitimate effort to enforce rigidly the present customs regulations, and in the meantime the Canadian manufacturer must make the best out of the comparatively low dyke which is intended to stem the flood of foreign competition.

The following means provided by the Customs Department are worthy of notice.

### SPECIFIC INSTANCES OF UNDERVALUATION

Any specific instances of undervaluation in connection with any goods received into Canada, reported to the Customs Department at Ottawa will be carefully investigated, and offences against the present law will be punished. Instances of this kind reported to the Secretary of the Canadian Manufacturers' Association will receive his special attention and every effort made to assist the Department of Customs in securing all the facts and bringing the offenders to justice.

### JOB LOTS

The Department has recently issued a special regulation, providing that any goods invoiced into Canada at prices which are below the actual cost of production shall not be accepted as dutiable at their invoiced

prices, but shall be subject to a proper appraisal by the Minister of Customs.

### SPECIAL CASES GERMAN SURTAX

For the purpose of enforcing the German surtax regulations in certain industries peculiarly effected, the following special regulations have been issued by the Department.

"(1) Take the case of neckties made in Great Britain or in any other country, from silk fabric manufactured in Germany (out of materials produced in Germany or elsewhere). If the fair market value of the silk fabric as sold by the exporter in Germany to the importer in Great Britain or other country, represents more than fifty per cent. of the value of the neckties in condition ready for export to Canada, the neckties would be subject to the surtax.

"(2) Take the case of hosiery made in Great Britain or in any other country, from hosiery yarn spun in Germany (from wool produced in Germany or elsewhere). If the fair market value of the hosiery yarn as sold by the exporter in Germany to the importer in Great Britain or other country represents more than fifty per cent. of the value of the hosiery in condition ready for export to



Canada, the hosiery would be subject to the surtax.

(3) Take the case of velveteen dyed and finished in Germany from materials woven

and produced in another country. Such dyed and finished velveteen when imported into Canada, would be subject to surtax as a manufacture of Germany."

Any case of undervaluation reported to the Secretary of the Association by any of its members will be handled with the greatest dispatch and care.

## TRANSPORTATION DEPARTMENT

### *The New Railway Act—Comment on Current Questions*

THE New Railway Act was passed last session by both Houses, but has not yet become law. The first step in the direction of making this long desired legislation a reality, is the appointment of the chairman of the Railway Commission, the position falling to the lot, as was recently announced, of the late Minister of Railways.

The change from the influence exercised over the railways by the Railway Committee of the Privy Council, at the best rather a nominal one, to the controlling powers vested, under the New Act, in the Railway Commission, is radical.

It would be impossible to provide in the new Railway Act for all the difficulties and objections which are likely to arise in its initial workings, but so far as possible they have been provided for. It is for this reason that much depends upon the Commissioners. Mr. Blair will be acceptable to the Railway Companies and no doubt he will prove himself acceptable to the general public.

Complaints will doubtless be presented by the public which are not valid; others will require considerable time for investigation. In the latter case it will be necessary to exercise patience; in the former the public will be given an opportunity of examining the arguments and decisions of the Commissioners, which, like those delivered by the Interstate Commerce Commission, will be duly published.

Great things may be expected through the instrumentality of the new act; not for a general, wide spread reduction in freight and passenger rates, but such a readjustment as will fairly distribute among the community the burden of supporting the railways. The public should welcome the inauguration of the new Act, because a tribunal is thereby established to whom all, small or great, may take their reasonable complaints with a fair chance of securing reasonable redress. Again there will be less of that discrimination, positive or negative, against individuals, firms or corporations, which has sometimes been made the subject of ineffectual complaint, with respect to rates, car supply, train service or other facilities.

The railways should welcome the inauguration of the Act. It will relieve them from the necessity of adjudicating upon some knotty questions, which for want of power to deal with them, or for other

reasons, are often lost sight of or held in abeyance. Rates will still be made by the railway companies, but the Commission, in so far as the law applies, will have the power to order reductions. It is not desirable that wanton and violent inroads should be made upon the revenues of the railway companies. These properties must be preserved upon a basis truly representing the prosperity of the community. It also follows if the Commission have the power, as they have, under the new Railway Act, to reduce railway rates, that this power implies the necessity of seeing that railway revenues are not unfairly impaired. The Commissioners have a dual function on the one hand, of protecting the shipper from unfair treatment or discrimination by the railways; and on the other, of protecting the railways from encroachments by the community upon the rights of the railways. One of these functions is quite as important as the other.

It will be remembered that some railways and certain sections of others are exempted from the operations of this Act on account of the charter conditions under which they were built and are operated. Even these lines, if their purpose toward the community is an honest one, should not hesitate to accept the rulings of the Commission.

#### CURRENT EVENTS

The attention of this department, since its inauguration on the 1st of December last, has been largely confined to the matter of unapproved, Canadian Freight Classification, No. 12, now in use on the Canadian railways. Friendly representations have been made on the subject to the managements of the Canadian Pacific and Grand Trunk Railways. The departures from Classification No. 11, in the new issue, (No. 12) are many of them of a most important nature, both as regards the rules and ratings and in as far as these are not in the interest of the members of the Association, and some of them are virtually opposed to the associate and individual interests, everything possible will be done to secure such an adjustment as will be beneficial to the shippers.

Attention has also been given to numerous enquiries from members of the Association regarding unadjusted claims, the classification of individual commodities and some recent advances in rates upon certain commodities.

The work accomplished to date, and for a while to come to be accomplished, will be necessarily something of the nature of breaking ground, but it is hoped that even

this work will not be without considerable usefulness to the Association.

It need hardly be remarked that the Association, individually and collectively, will only reap the full advantages of the Transportation Department by the freest communication with the department on all matters relating to transportation, freight claims, etc. In the case of freight claims, it is suggested that, for the present at least, the department be communicated with only in the case of claims which are long outstanding, or where members desire an expression of opinion as to the validity of claims, which have been declined by, or are about to be presented to, a railway company.

It might also be stated that all communications with this department may be, as far as desired by correspondents, of a confidential nature.

#### A WELL-EARNED REST

The members of the Association will learn with regret that Mr. E. H. Cooper, B.A., the Secretary of the Montreal Branch, is obliged through ill-health to relinquish his duties for a little time and has been persuaded to take a month's rest. Mr. Cooper, accompanied by his wife, leaves Halifax on the 11th inst. by the Pickford and Black Steamship Ocamo to spend a few weeks in the West Indies. He was completely taken by surprise when, on the eve of his departure, the Montreal members presented him with a purse as a slight token of appreciation of his excellent services rendered during the past two years. We all trust that Mr. Cooper, whose indisposition is not serious, will return in good health to resume his duties among the members in Montreal where his labors have been attended with so much success.

#### DEATH OF HENRY BRACKMAN

Mr. Henry Brackman, of the Brackman-Ker Milling Company, passed away at Victoria, B. C., on December 30, aged seventy-one. Mr. Brackman was among the pioneers of British Columbia. He was a native of Hamburg, Germany, and came to Western Canada during the rush consequent on the discovery of gold there. He was the founder of the Brackman-Ker Milling Company.

The Canada Cycle & Motor Co., Ltd., Toronto Junction, will open a large automobile and bicycle show-room in the premises on the corner of Bay and Richmond Streets, Toronto, now occupied by John Dixon's carriage works.

Mr. W. J. Green, until recently connected with the Canadian Manufacturers' Association, has opened an office in the Manning Arcade, 24 King st. West, Toronto, as Financial Agent, and intends making a specialty of negotiations pertaining to manufacturing interests.



# Correspondence



## BRITAIN'S PROTECTION AND FREE TRADE BREAD

To the Editor of INDUSTRIAL CANADA.

SIR,—The chief shibboleth of the British Free Trade League devised by its accredited authors, Cobden and Bright, is "cheap bread," with which crying day and night for fifty years and more, they have so deeply impressed upon the minds of their disciples an unquestioning belief in the immeasurable blessing of free trade, that they consider it the presumption of limitless ignorance to call in question the wisdom of the two prominent apostles of their free trade "gospel."

Prof. Goldwin Smith writing over the signature of Bystander in the *Weekly Sun* recently said: "The moment free trade was embraced, cheap bread was insured." Where are his proofs from Government statistics that it ever cheapened bread the one-hundredth part of a cent per loaf? No free trader ever furnished any proof thereof. Some months before he wrote, that before the abrogation of the Corn Laws they had "deprived the people of work and forced them to sell wedding rings, boil grass, and dig up carrion for food!" And that even the "mere mention of Corn Laws stirs up the wrath of the Briton." If Professor Goldwin Smith had studied the annual prices for wheat he would have discovered that the abrogation of the Corn Law for the first thirty-six years of free trade did not cheapen a million of bushels one cent, and that the kindled wrath was the kindled fire of ignorance.

### THE IGNORANCE OF FREE TRADE PROVED

The following Government returns prove that during the last four years of protection, when the industrial and financial distress was so great, wheat was cheaper than the annual average price for the first thirty-six years of free trade ending with 1882. The following list of prices of wheat for 40 years can be found in Whittaker's Almanac for 1899. For over thirty years it has been a standard guide for British prices. The same prices were furnished by the Ontario Government in the report of the Bureau of Industries issued in 1884, page 146. This table covers the last four years of Protection and the first 36 of Free Trade. The average price for each year is given in shillings and pence sterling per quarter of 480 lbs. or 8 bushels. Following is the table of prices:

| s.        | d.    | s.        | d.    |
|-----------|-------|-----------|-------|
| 1843..... | 50/ 1 | 1863..... | 44/ 9 |
| 1844..... | 51/ 3 | 1864..... | 40/ 2 |
| 1845..... | 50/10 | 1865..... | 41/ 0 |

| s.        | d.    | s.        | d.    |
|-----------|-------|-----------|-------|
| 1846..... | 54/ 8 | 1866..... | 49/11 |
| 1847..... | 69/ 9 | 1867..... | 64/ 5 |
| 1848..... | 50/ 6 | 1868..... | 63/ 9 |
| 1849..... | 44/ 3 | 1869..... | 48/ 2 |
| 1850..... | 40/ 3 | 1870..... | 46/11 |
| 1851..... | 38/ 6 | 1871..... | 56/ 8 |
| 1852..... | 40/ 9 | 1872..... | 57/ 0 |
| 1853..... | 53/ 3 | 1873..... | 58/ 8 |
| 1854..... | 72/ 5 | 1874..... | 55/ 9 |
| 1855..... | 74/ 8 | 1875..... | 45/ 1 |
| 1856..... | 69/ 2 | 1876..... | 46/ 2 |
| 1857..... | 56/ 4 | 1877..... | 56/ 9 |
| 1858..... | 44/ 2 | 1878..... | 46/ 5 |
| 1859..... | 43/ 9 | 1879..... | 43/10 |
| 1860..... | 53/ 3 | 1880..... | 44/ 4 |
| 1861..... | 55/ 4 | 1881..... | 45/ 4 |
| 1862..... | 55/ 5 | 1882..... | 45/ 1 |

The 40 years commenced with the four last years of protection in which, as described by Prof. Goldwin Smith, there was such great distress, and against which he states "Free Trade insured relief the moment it was embraced." The Free Trade Act was passed in 1846, but did not go into operation till January 1st, 1847.

The above table of prices proves that the average price of wheat for the last four years of protection was 51s. 8½d.

But leaving out 1846, the last year of protection, the year in which the Free Trade Act was passed, the average price for the previous three years was only 50s. 8⅓d.

For 1847, the first year of free trade, it increased to 69s. 9d., that is 18s. 0½d. higher than during the last four years of protection.

For the first 14 years of free trade to the end of 1860, it averaged 53s. 7¾d., that is nearly two shillings higher than for the last four years of protection.

For the first 28 years of free trade to the end of 1874, it averaged 53s. 2⅔d., that is 1s. 5½d. more than for the last four years of protection.

Moreover the price list shows that for the three free trade years 1854-5-6, the price of wheat averaged 72s. 1d., that is 21s. 4⅓d. higher than during the three years previous to the passage of the free trade bill.

The exhibit proves, first, that protection did not make bread dear, second, that free trade did not cheapen it. Therefore it was another national factor that caused the dreadful distress described by Prof. Goldwin Smith, and that factor was dear money resulting from the reduction of the currency under Peel's currency bill from \$21 per head in England in 1819 to \$5 per head in 1844-5-6-7. The cause of the restoration of prosperity was the discovery of gold in California and Australia.

GEO. D. GRIFFIN.

Toronto, Dec. 22nd, 1903.

## PREFERENCE FOR DOMESTIC WOOLLENS

IN the *Toronto News* of recent date appeared a letter, which we take the liberty of reproducing below. It expresses admirably the sentiments of one who appreciates the value of Canadian-made goods, especially woollens, and who is eager to do her utmost to give the home-made article a preference in her purchases.

To the Editor of *The News*: I have been following with a good deal of interest the articles in your paper on the industries of Canada, and the brave struggle our manufacturers are making against the avalanche of competition that confronts them from the United States and Great Britain. A great deal is being written and said at present about Canada's attitude towards preferential trade within the Empire, but if the facts stated in *The News* of the 19th inst. about the woollen industry be true, and by personal examination of official statistics I have come to the conclusion that they are just as stated, then, I think, it is time that our tariff makers should seriously look into the effect of our present preferential tariff on the two industries most seriously affected by it, viz., woollens and cottons, but particularly the latter.

### IMPORTATION OF WOOLLENS

I was amazed to find that woollens represented over twenty-seven cents in every dollar's worth of goods imported from Great Britain in 1902, and the importations this year have largely increased. There are over eighty lines of goods that come under the operations of the preferential tariff, with a total aggregate of over twenty-eight millions of dollars for 1902. Of this sum woollens alone contributed twenty-seven cents in every dollar, leaving the remaining seventy-three cents to be divided between the remaining seventy-nine or eighty industries. No wonder woollen mills are closing all over the country and woollen operatives moving to the United States. The question naturally arises "Does the loss in work and wages to our own operatives bring increase of wages and comfort to the woollen operatives of England and Scotland? I do not think that the condition of the latter is materially benefited by the loss to the former. Two or three years ago I visited many of the manufacturing centres of the North of England, and took especial interest in observing the conditions obtaining amongst the workers in the different factories, carpet, tweed, worsted, etc. I saw the miserable damp, crowded tenement



houses, and the pale prematurely old faces of the little children, and found in several of the mills three generations of one family—the aged grandmother, the mother and the little child, the wages of all three being necessary for a bare subsistence. My heart turned with thankfulness and pride to Canada, with her happy, well-clad children, trooping out of comfortable homes on their way to school. I contrasted the rows of tenements in their crowded bare ugliness and poverty with the average home of the Canadian mill operative, its warmth, pretty furnishings, books and music.

#### A CONTRAST

Nor do the appeals now being made to the working classes in Great Britain show that their condition is improving. I noticed that some of the late visiting delegates in speaking of the artisans' homes of Canada, said that they were equal in comfort to any of the homes of the middle classes of Great Britain, and seemed astonished that this should be the case, as there is a very far cry between the artisan and the middle class of the Old Land. I think I am correct in saying that this preference on woollens benefits most the woollen manufacturers, many of whom seem to need it not at all.

There is no man who lives in more splendid comfort than the old-established woollen manufacturer of Great Britain. His father built his mills, equipped them, established his business, made his wealth and bequeathed him his mansion and broad lands. His sons and daughters are reared in luxury and he himself rules like a little king over his army of operatives. This condition of things is impossible in Canada. Our industries are too new, our markets too changeable, our population too small. The cost of money, the price of wages, and the impossibility of specialization all combine to hamper the manufacturer, so that his profit on capital invested is very modest indeed. Our wholesale merchants have progressed much farther towards the luxury of living, shall I call it, than our manufacturers.

#### A REMEDY

Now, Mr. Editor, as I am only a woman my opinion of the tariff—whether adverse or favorable—is a matter of supreme indifference to our lawmakers. But, although ladies have no privileges at the ballot box, they certainly have a great deal of power in regard to this very question. United action on the part of the women of Canada would make the preference concessions largely inoperative. The great army of shoppers is largely composed of women, and more than half of the importations of woollens are purchased by women for dresses and suits for children, purchases of ready-made suits for ladies, girls and the smaller boys that are taking so largely the place of the material by the yard, she controls altogether. Now, if our women would band themselves

together in a Canadian preference league and demand to be served with Canadian goods only, there would soon be a great falling off in the importations, and our mills would take on renewed activity. I am sure every Canadian woman who visited the Exhibition must have been delighted with the display of Canadian-made woollen goods, and I am assured that they were all taken out of the ordinary stocks of the mills. These goods were choice enough to suit the most fastidious taste, and still finer could be supplied were the demand for them not met by the imported article. Ladies make a great mistake when they conclude that because a dress length is imported it is, therefore, of necessity all wool. I know a shoddy manufacturer in the North of England whose profits last year were over \$70,000; the natural conclusion is that some North of England and Scotch tweeds must contain shoddy.

#### A REAL PREFERENCE

If some of our prominent society ladies would take the lead in this matter of preference for home woollens and cottons, a great change could be wrought in a very short time. We are imitators to a large extent, and love to follow the women who are the acknowledged leaders in fashionable dress. Just think how much Lady Aberdeen accomplished for the industries of Ireland by her influence and example. Then, too, the wives of our labor union men should be interested in this question, as it effects the interests of a great many of our working people, the woollen operatives, with their families, numbering over 60,000 or one-hundredth part of our entire population. But I claim that not only would such a movement benefit the woollen industry, but it must have a beneficial result on every other branch of industry, by reason of the increased prosperity it would bring to a large class of the people. It is estimated that about \$56,000,000 have been sent across the ocean for woollens in six years. Just think of the benefit of such a sum spent in Canada for wages, stock, dyestuffs, chemicals, etc. I would like to show that giving preference to home industries is the truest patriotism to the Empire as a whole, but I have already made this letter too lengthy, and will crave your indulgence for space in another issue of your valuable paper.

A DAUGHTER OF CANADA.

#### CHAMBERLAIN CHAPTER

A lecture will be delivered in St. George's Hall, Toronto, on Monday, January 18th, by Mr. W. F. Cockshutt, under the auspices of the Chamberlain Chapter, Imperial Order, Daughters of the Empire. Mr. Cockshutt's subject will be "What has Free Trade done to Consolidate the Empire?" Tickets are 25 cents.

#### CANADIAN TRADE INDEX

The distribution of the Canadian Trade Index in Canada will be complete by the time the issue of this paper is distributed. It is gratifying to the officers of the Association to have received from some of the members their kind acknowledgment of the same. Some of these read as follows,—

"I have your favor of 27th ult. with copy of Canadian Trade Index, and much interested in receiving this. Would like, if possible, to procure another copy, if you have one to spare."

"We beg to acknowledge receipt of a copy of Canadian Trade Index and after a careful perusal take pleasure in expressing our appreciation of this book and the manner in which it has been compiled and printed. It is indeed very creditable to our Association."

"We beg to acknowledge with thanks, receipt of your Canadian Trade Index, and Classified Members' Directory, which is certainly a most useful book for any manufacturer, and undoubtedly will be the means of bringing much business to the members from foreign countries, being certainly a guide to buyers who desire to do business with Canadian manufacturers."

"The book is well gotten up in style and finish, and great credit is due those responsible for same. We shall keep it in a prominent place in our office for reference."

A letter received from the Commercial Intelligence Bureau, Limited, London, England, also speaks well for this new edition of the Index,—

"We have your favor of the 1st inst. and also a copy of the new issue of the Canadian Trade Index, for which we return you our best thanks."

"This book contains a vast amount of information which we are continually using, and we will not fail to bring it under the notice of firms on this side when opportunity presents itself."

The Skedden Brush Company has been incorporated at Hamilton.

The name of George N. Morang and Company, Limited, Toronto, has been changed to Morang & Co., Limited.

#### ORIGIN OF "TARIFF"

William E. Curtis has been visiting the pillars of Hercules and the adjacent old Moorish town of Tarifa, where it used to be the amiable custom of the Moors to demand toll from every ship that passed through the straits of Gibraltar for the benefit of the chief who made his headquarters there. Hence our word tariff. Mr. Curtis finds no trace of the old custom there now. It seems to have escaped to this country and got moored here.—*Boston Herald*.



# Labor Column



## THE DIFFICULTY AT QUEBEC

*Detailed statement of the labor troubles in the Quebec shoe factories from their beginning last October—Explanation of the situation—The employers vindicated*

THE difficulty in the shoe trade in the City of Quebec is of a unique nature, as the labor organizations there are not affiliated with any outside society or societies.

They are composed of three branches:—The Leathers Cutters' Fraternity, The Lasters' Union, and The Brotherhood of Shoe Machinists.

These are all governed by rules and regulations based upon "Le Sentence Arbitrate," a mode of procedure of an exhaustive nature compiled by His Grace Archbishop Begin, and the rules of each of the above societies are approved by Archbishop Begin.

The object of "Le Sentence Arbitrate" is to avoid strikes on the part of the men and lockouts on the part of the manufacturers. The *quid pro quo* is that the manufacturer will, in consideration of the men adopting the said rules as approved, and abiding by them in case of difficulty, acknowledge the societies as above mentioned and give their members preference over all other applicants for work.

The "Sentence" provides for two boards to consider difficulties. The first, a board of conciliation and claims, is constituted of a member of each of the three societies of labor and three manufacturers, who settle any disputes referred to them. When they can not agree the cases go to the higher board of arbitration, composed of one man appointed for 12 months by the men, one by the manufacturers, and a president chosen by them from the outside. If the two appointees can not agree upon the president, then a Judge of the Superior Court is called upon to name some one who must be accepted by the other two members.

The cutters and lasters have at all times followed the "Sentence" faithfully, but the machinists (with whom the trouble this winter has been), have never obeyed the "Sentence" but have on many occasions, left work, and caused endless trouble and loss to the manufacturers. By taking the law into their own hands, and by methods in direct violation of their agreement with the manufacturers, and the Archbishop, they have stopped work and forced their demands, which have been not only for increase in pay, but of undue and

unreasonable interference in the running of the factories. Last October after one of these most flagrant displays of want of faith, the manufacturers complained to the Board of Conciliation of the action of five men in the Marsh factory for leaving their work, and thereby stopping the whole shop instead of following the rules laid down, and for this the five men were unanimously found guilty, and ordered back to their work by two Boards of Conciliation and Claims. This they refused to do, and never did. Then a complaint was made to the Board of Conciliation against the Society for not sending the men back as the manufacturers required them to do or putting them out of their organization. The society did neither, so the case went to the Arbitration Board in the form of a request that permission be given the manufacturers to take away from the machinists the preference accorded their members, in consideration of their abiding by the "Sentence Arbitrate."

This permission was given, and the preference was taken from the men and notice of same served on them on the 13th of November last.

Now the position was this, in arrangement with any Society or individual machinist for work during the coming six months' trade. As the manufacturers had large orders on hand based on prices paid these machinists, and at the same time had good reasons to believe that they were to be "held up" as soon as the winter's work was well under way, the manufacturers had of course to make some arrangement for the coming six months, and a document was prepared for signature individually by the machinists on the same date as the preference was taken away; and on the same day, 13th Nov., a notice was posted in every factory that on the morrow, Saturday, a contract would be ready in each office for signature by the machinists, and that as the factories could not be operated without machinists the manufacturers would suspend operations until such time as the machinists had signed the contracts.

For three weeks no machinist ever came even to discuss the engagement, but on the 5th of Dec. the men came in a body to each factory and were well received, and submitted a contract of their own which bound the

manufacturers for six months, while the machinist could leave on two days' notice. And so the struggle went on, until the machinists trumped up a case against the manufacturers for closing their factories, which of course was not the case. They had never been closed one hour, but were waiting for men to go on with their work who would not even come and discuss an agreement; and after they had submitted their contract the manufacturers placed both contracts before the same Arbitration Board, who consented to take up both cases and give judgment in both at same time if the manufacturers would commence operations with the men at same price and conditions as on 13th November, and also if the machinists would go back in every case at same prices and conditions as previous to 13th November. This was agreed to, and things are moving along merrily, and no one is complaining or hurrying the arbitrators for any decision.

### LABOR AND CAPITAL

THE *American Economist* says: Every effort is now being made, as it has always been made in the past, to create a conflict between labor and capital. This is as foolish as it is unjust. Those who agitate such ideas can generally be found among men who do not care themselves to work, but who prefer to go around and create dissensions and trouble where none had previously existed. Such men are mischief makers and malefactors.

Labor and capital are, and must be, one. They are necessary to each other. Without the use of labor capital would be idle. Without the use of capital labor would be idle. Labor cannot find work unless there are factories, mines or farms where its work is needed. Capital would be uselessly employed in building factories, opening up mines or laying out farms unless it could secure the labor with which to do the needed work.

Any antagonism of labor toward capital that is employed in honest enterprise, which affords an opportunity for men to earn an honest living, is absolutely wrong. Any antagonism of capital toward the labor it employs and which it needs is also absolutely wrong. These two units, labor and capital, are so wrapped together, and so involved with one another, that they must work together, and in harmony, in order to acquire mutual success.



# Industrial Activities

## O F T H E M O N T H



The business of the J. McLauchlan & Sons Co., Limited, Owen Sound, has developed considerably of late years. Their present building is 307 feet long, 36 feet wide, with three storeys and basement, and they employ 120 hands.

The D. S. Perrin Co., Limited, of London, have completed an addition of brick and steel, four storeys high, to their biscuit factory.

The Dominion Paper Box Co., of Toronto, have moved into handsome new premises on King street West.

C. R. Somerville, manufacturer of chewing gum at London, has built and now occupies a large new factory building.

The general auditing department of the Dominion Coal Company is to be transferred shortly from Montreal to Glace Bay. The treasurer's department will remain at Montreal.

At an early hour on December 19, fire broke out in the factory of the Dominion Cotton Company at Hochelaga. Several hundred dollars damage was done before the blaze was extinguished.

The Standard Paint & Varnish Works Co. at Windsor have made application for permission to increase their capital from \$12,000 to \$100,000.

The factory of the Perth Flax & Cordage Co. at Stratford was damaged by fire on December 13.

A new steel bridge is to be built across the Lachine Canal at Cote St. Paul, Quebec, by the Dominion Bridge Co., Montreal.

The A. R. Williams Machinery Co., Winnipeg, Man., have been incorporated with a capital of \$60,000, to manufacture machinery, machinery accessories and supplies, brass goods, elevators, etc. The provisional directors include A. R. Williams, T. A. Hollinrake, Toronto, and T. G. Mathers, Winnipeg.

A galvanizing shop, one storey in height, is being erected by the Ontario Wind Engine and Pump Co. at Toronto.

On December 10, the foundry and machine shops of F. E. Came at Montreal, were destroyed by fire. The damage to machinery and plant amounted to \$25,000.

The plant and stock of the James Cooper Mfg. Co., Limited, of Montreal, are being offered for sale by tender. Last date for receipt of tenders, December 28.

Mr. W. K. Blackwell, manager of the Montreal Steel Works, has been appointed vice-president of the Montreal Street Railway Company.

The William Davies Company, Toronto, are adding a five-storey extension to their factory, 96 x 48 feet.

The directors of Henderson & Potts, Limited, issued a circular December first announcing the purchase of the property, assets and good-will of the business heretofore carried on at Halifax by Joseph R. Henderson and Charles H. Potts under the name and style of Henderson & Potts. The company assumes all liabilities outstanding in connection with the said business and all accounts due the firm are payable to the company. The Board of Directors of the Company is as follows: Joseph R. Henderson, Managing Director; Charles H. Potts and George Henderson.

Fire destroyed the rope warehouse of the Perth Flax and Cordage Co., at Stratford, on December 13.

The factories of Winnipeg have been granted a reduction in the rate they have to pay for water as a result of strong representations made to the city council. They will be given a discount from regular rates of from 16½ to 30 per cent., according to the quantity consumed.

The enlargement of the Winnipeg warehouse of the McClary Mfg. Co. is now complete. Two stories have been added to the building, making it six stories in height above the basement.

The Ogilvie Flour Mills, Limited, will spend seven thousand dollars in enlarging the tail race from the Lachine Canal at Montreal.

The Singer Mfg. Co., of Montreal, are said to be contemplating the removal of their factory from Montreal to St. Johns, P.Q. The intention is to erect a factory capable of turning out 100,000 sewing machines a year.

The Canadian Furniture Manufacturers' Association held its quarterly meeting in Guelph, on December 10.

The George McLagan Furniture Co., Limited, of Stratford, are to hold an exhibit of furniture at their show-rooms in Stratford from January 10 to February 15.

Mr. Parkhill, sales manager for the Alaska Feather & Down Co., of Toronto, has returned from a trip to Manitoba. Mr. J. H. Sherrard, the manager of this firm, has recently been in New York.

The Delany & Pettit Co., Limited, of Toronto, have opened sample rooms in the Merchants' Bank Building, Montreal to accommodate eastern business.

Mr. Patrick J. Griffin, managing director of the Griffin Curled Hair Co., Toronto, is dead, in his forty-fifth year. Mr. Griffin had been connected with the furniture business since 1885.

Clark & Demill, of Galt, are again enlarging their premises.

Robertson Bros., confectionery manufacturers of Toronto, have completed and now occupy an addition of forty feet to their premises on Queen street. Their factory now has a frontage of 160 feet on that thoroughfare.

The John McPherson Co., Limited, of Hamilton, have almost completed an extension to their factory. It is a building with 92 feet frontage and 138 feet depth. The new structure will contain the offices, sample rooms and storage department of the firm.

On Wednesday, December 24, Mr. S. T. Willett, proprietor of the Richelieu Woollen Mills at Chambly Canton, Quebec, was presented with a gold-headed cane by the manager and overseers of the mills. Mr. Willett, though seventy-nine years of age, is still a most active man, with a great variety of interests.

The president and directors of the Thomas Davidson Manufacturing Company of Montreal, tendered their seventh annual banquet to their travellers and heads of departments on December 24. The function was held at the club-house of the employees, a building placed at the disposal of their staff by the directors. President James Davidson acted as chairman, and speeches, songs and recitations were the order of the evening.

The planing mill, sash and door factory of D. Aitchison & Co. at Hamilton was completely gutted by fire on December 25.



Alfred Dickie, Stewiacke, N. S., has purchased the property of the United Lumber Co., comprising 80,000 acres. The mill, stores, etc., of the Company passed into the immediate possession of Mr. Dickie. The *Sydney Post* says: Mr. Dickie may now be fairly styled the Lumber King of Nova Scotia. He owns all the mills operating on the eastern shore of the province except the one at Sheet Harbor owned by Rhodes, Curry & Co., and is by far the largest operator in Nova Scotia. His holdings at Tusket River, Stewiacke, Liscomb, Ship Harbor, St. Mary's and Musquodoboit will aggregate about half a million acres, on nearly all of which lumbering is being carried on. In addition he has extensive interests in Labrador, where he is erecting large mills from which the first shipment was made last summer.

The Sanford Mfg. Co., of Hamilton, presented each of its employees with a turkey on the day before Christmas.

The Cockshutt Plow Co. are moving into their new factory at Brantford. The American Seeding Co. will occupy the old factory.

The Canadian Consolidated Oil Company, Limited, with headquarters in Hamilton, has been incorporated, with a capital of a million dollars, to absorb the four independent oil concerns in Canada.

Alex. McArthur & Co., of Montreal whose factory and paper mills were destroyed by fire in September, have rebuilt on the old site at Harbour and Logan Streets and will soon have their works in operation again.

The Nova Scotia Steel and Coal Co. are said to be contemplating the purchase of iron areas in Cuba.

Press reports from Sydney, C.B., state that the Dominion Iron & Steel Co. are making large shipments of steel billets daily to Montreal and other Canadian points.

Mr. John Watson, president of the John Watson Mfg. Co., of Ayr, and one of the oldest implement makers in Canada died on December 14, aged eighty-three years.

The Dominion Paper Box Co., of Toronto, have recently sought incorporation with a capital of \$95,000.

The Dodge Mfg. Co., of Toronto, with works at Toronto Junction, will open offices at 419 St. James Street, Montreal, on January 15.

Mr. F. T. Wilkes, secretary-treasurer of the Waterous Engine Works Co., Brantford, died very suddenly on December 17.

At a meeting of the directors of The Dominion Iron & Steel Co., at Montreal, on December 17, it was decided to engage in the manufacture of steel rails.

The new works of the Canada Radiator Co., at Lachine, near Montreal, are approaching completion. The capacity of the works will be six times that of the present works at Port Hope.

Mr. B. Rosamond, M.P., has returned from a trip to England. To a reporter of the *Montreal Star*, Mr. Rosamond said "Chamberlain is carrying the country with a rush."

The pattern store and offices of The John Inglis Co., Limited, Toronto, were destroyed by fire on Saturday, December 26, entailing a loss of \$40,000.

The large new factory of the National Table Company at Owen Sound was totally destroyed by fire on Christmas Day. The loss is placed at \$60,000. The adjoining premises of the McQuay Tanning Company were for a time in danger.

The North Sydney foundry of the A. C. Thompson Foundry Company has started operations. The company intend to manufacture stoves, and stove fittings, ranges, hot water boilers, stove pipes, etc.

Toronto Junction is becoming quite an industrial centre. Six hundred employees are engaged there by the C. P. R., 271 by the Dodge Mfg. Co., Limited; 237 by the Canada Cycle and Motor Co.; 236 by Heintzman & Co.; 172 by the Gurney Foundry Co.; 149 by the Wilkinson Plow Co., and 287 by other firms. About half of these have to live in Toronto owing to difficulty in getting houses to live in at the "Junction."

After January 1st the Nordheimer Piano Co. will occupy all of the space in their new factory at Toronto Junction. The Rudd Harness Co. will vacate the two flats leased by them immediately.

For the more prompt distribution of their product throughout the Montreal and Eastern Districts, the Dodge Mfg. Company of Toronto Junction have secured centrally located offices at 419 St. James St., Montreal, where ample stocks of the Company's standard lines will be carried.

Mr. J. S. N. Dougall, of McCaskill, Dougall & Co., of Montreal, has been elected President of the Dominion Commercial Travellers' Association.

Mr. Graham Fraser took control of the Dominion Iron and Steel Company as general manager on New Year's Day.

Mr. E. C. Thornton has retired from the position of Secretary-treasurer of the D. W. Karn Co. of Woodstock after fifteen years' service.

Mr. Henry J. Fuller, general manager of the Fairbanks Company in Montreal, entertained at dinner the travellers and heads of departments of the various branches of the Fairbanks Company on New Year's Day.

Press rumors indicate that the firm of Warden, King & Son, of Montreal will shortly erect a new foundry at Maisonneuve.

The Laurie Engine Company of Montreal have several important contracts on hand. They are building a 400 horse-power steam plant for the Crown Grain Company of Winnipeg, a 600 horse-power compound engine for the Winnipeg Street Railway and two 1600 horse-power engines for the Toronto Street Railway Company.

Fire did \$4,000 damage to the Dominion Bag Company's factory at 317 St. Patrick Street, Montreal, on December 29.

The new factory of the National Cash Register Company at 98 Lombard Street, Toronto, was formally opened on December 28.

John McPherson & Co., of Hamilton, manufacturers of boots and shoes, are making extensive additions to their factory.

Mr. George R. Henderson, one of the directors of Henderson & Potts, Limited, Halifax, has been in the West Indies for the past two months, looking after the firm's export paint trade in that direction.

A charter has been granted Mary Thompson Smith, George Smith, George Herbert Smith, Alexander Burns, H. S. Harwood, A. N. Burns and James A. Burns of Toronto, constituting them, The Smith Manufacturing Company, Limited, and authorizing them to take over the business now carried on as The Smith Wool Stock Company.

A company to be known as The Canadian Cooperage Manufacturing Company, Limited, with a share capital of one hundred thousand dollars, has been incorporated, with head office at the village of Galetta, Carleton County, to manufacture and deal in articles of all kinds in the manufacture of which timber or wood is used.

The name of The Universal Knitting Machine Company of Ontario, Limited, has been changed to The Universal Knitting Company, Limited.





# Foreign Trade News



## A Permanent Canadian Exhibit

The attention of all members of the Canadian Manufacturers' Association is directed to the notice of the establishment of a Permanent Exhibit of Food Products and Industries of the Dominion, at the Crystal Palace, London, England, which will be found on an earlier page. Arrangements can be made for the sale of samples of food products, the booking of orders for any article shown, and the distribution of price lists and literature. A special exhibit of furniture will be made in January and of furs in February. Terms are 50 cents and \$1.00 per square foot of space.

## French Trade Returns

M. Anatole Poindron, Canadian commercial agent for France, has compiled for the Association a statement of French trade during the first eleven months of 1903. The total imports amount to \$844,771,800 an increase of \$49,303,200 over the similar period of 1902. The total exports amount to \$761,270,200, a decrease of \$6,524,200. This decrease is attributable to a falling off in the export of food products of \$10,870,400.

## Commercial Travellers' Tax in France

"Commercial travellers of any country will be charged as to license, in the same way the French commercial travellers are taxed in such a foreign country." This piece of information is supplied by M. Anatole Poindron, commercial agent of the Dominion for France. In making his enquiries, M. Poindron has discovered that the law in this regard has always been interpreted very liberally by French officials, and taxes have only been levied from travellers of such nations as have first imposed a tax on French travellers.

## United States Active in Australia

Mr. D. H. Ross, Canadian commercial agent for Victoria, South Australia, West Australia and Tasmania, has been remarking on the activity of United States firms in Western Australia. He says: "That the prosperity of this State is appreciated by the United States is evidenced by the fact that no less than three travelling representatives of New York Commission Houses are now displaying samples of United States manufactures and securing business in this city and Fremantle. When Canadian exporting firms adopt similar tactics to those used by our energetic competitors—and not until then—can our manufacturers expect to receive a legitimate share of the orders, which, with a little enterprise, they are sure of obtaining throughout the Commonwealth."

## Canadian Goods in the West Indies

Mr. Edgar Tripp, Canadian commercial agent for Trinidad and Tobago, expresses pleasure at the progress the Canadian boot and shoe trade is making in the West Indies. During the quarter-year of which he writes, viz., that ending October 31, the imports of boots and shoes showed rapid growth. Breadstuffs exhibited a slow but steady growth, and butter and cheese have again shown progress.

## Canadian Breadstuffs in Pacific Islands

In his last report to the Minister of Trade and Commerce, Mr. J. S. Larke, commercial agent of Canada for New South Wales, Queensland and New Zealand, says: "It is satisfactory to note that Canadian breadstuffs have obtained a strong footing in the Pacific Islands, which should be a legitimate market. The last steamer from Vancouver landed about one hundred and seventy-five tons at Suva, Fiji, and one hundred tons of Manitoba was sold in this market last month for Island trade. A number of Island firms have become so interested in the Canadian trade that I trust it will steadily grow. The consumption in Eastern Pacific Islands, subsidiary to Australia, of flour is about two hundred thousand dollars per annum."

## Report on Mexico

Mr. Consul Leay's report on the Trade and Commerce of Vera Cruz for the year 1902, which has been published in the British Diplomatic and Consular Reports is an admirable presentation of the trade and transportation conditions in Mexico. Of the import trade the United States supplies 58%, Britain and her colonies 13%, Germany 10% and France 10%. There has been a marked decline in British trade of late years, and French and German importations have also fallen off to a considerable extent. On the other hand United States trade has increased largely.

## Important Details

Seldom does a British Consul go so fully into details as Mr. Leay. One section of his report gives a complete list of the steamship lines, communicating with Vera Cruz and supplies detailed information for the benefit of shippers, with regard to shipping documents, marking and numbering of packages, description and valuation of goods, etc. He goes on to take up the various kinds of importations, giving hints, as to how they can best be shipped and what requirements are necessary to satisfy the customs authorities.

## Advice on Quotations

Mr. Leay gives some good advice about quotations, etc. He says price lists should be in Spanish, and firms should quote f.o.b. and c.i.f. inclusive. All prices should be quoted in gold dollars and the rule should invariably be cash with order or against bill of lading.

## Lack of Trade Papers

The greater activity which United States firms are showing in capturing foreign trade than British firms, is well illustrated by a remark of Mr. Leay, British Consul at Vera Cruz. He says, "For every trade paper I receive the United States Consul receives ten at least, in addition to dailies, and weekly and monthly magazines."

## Exhibition at Liege

An International Exhibition of Arts and Manufactures will be held at Liege, Belgium, from May to October, 1905, under the auspices of the Belgian Government. The British Vice-Consul at Liege states that everything seems to indicate that the Exhibition will be a success.

## Wood Pulp in Japan

The manufacture of pulp-made paper in Japan is growing rapidly and there is every indication that there will be a great advance in the demand for wood-pulp in coming years. There are resources for supplying this demand in the country, but it is probable that much will have to be imported. The chief foreign supplies at present come from Germany and Norway. Canada only sent 313 tons in 1902, a quantity which should be capable of considerable expansion.

## Bicycles in China

The Austro-Hungarian Vice-Consul at Tientsin informs his government that the Chinese in his district have adopted the use of bicycles with enthusiasm, notwithstanding the fact that the condition of the roads around Tientsin is very bad.

## Boots and Shoes in Cuba

Cuba imports the bulk of her boots and shoes from Spain. During 1902, the value of Spanish made goods imported was \$1,191,729. The United States came next with \$695,278 and France third with \$1,269. The Spanish boots and shoes have the preference because of their low price and soft quality. In fact Spain monopolizes the trade in ladies' footgear. The goods are delivered c.i.f. Havana at prices ranging from 44s. to 92s. per dozen. Sales of United States shoes are largely on the increase.



## Leads the World

For the first seven months of 1903 the United Kingdom is again at the head of all the rest of the world as an exporting country, the figures being United Kingdom domestic exports value £168,398,000, and United States £160,858,000.

## Barbados Trade Reports

Up till the present time the reports of the Collectors of Customs at Barbados have not treated separately the imports from the Dominion of Canada and from Newfoundland, but they have been classed under one general heading of British North America. This, of course, made it impossible to tell just what share Canada had in the trade of the island. The Canadian Manufacturers' Association, took this matter up with Mr. P. L. Dillon, Comptroller of Customs for Barbados, who under date of November 23rd, writes that it would be impossible to make a change in the 1903 report, but that in next year's report the imports from each colony would be kept separate. This change will be much appreciated by all those who have an interest in the trade of Barbados and who find it necessary to consult her Bluebook.

## Trade with St. Kitts

Extract from a report of Mr. H. S. Horsford, Canadian Government agent in St. Kitts, to the Minister of Trade and Commerce, Ottawa:—

Since I last had the honor of addressing you, the balance of our sugar crop has been reaped, the shipments for the year reaching 13,360 tons. Of this, 8,943 tons have been sent to Canada, 2,831 to the United States, 1,604 to the United Kingdom, and 172 elsewhere. This year's crop is about 3,000 tons less than that of 1902, but the quantity shipped to Canada in the two years remains about the same, say 8,965 in 1902 against the 8,943 this year, while a large falling off is apparent in the quantities shipped to New York, the figures being 6,043 tons in 1902, and only 2,831 in 1903. But even this latter small quantity would have been still further reduced in favor of Halifax, had the steamers been able to afford space for the full requirements of the planters. In many cases shipments had of necessity to be diverted to New York that would have been sent to Halifax in preference, owing solely to the inadequacy of the tonnage facilities. I think I may safely say, that during the season, fully 1,500 tons of sugar have been lost to Canada from this cause. As the sugar shipments to Halifax may now be considered as fully established and will doubtless largely increase in the future, it is to be hoped that adequate provision will be made for conveying all that we may desire to ship to that port and thus avoid the loss of trade and frequent disappointments which occurred this year.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies—London**—A firm of manufacturers' agents in London, England, asks to be put in touch with manufacturers of picture frame mouldings, overmantels, enamelled-ware, tinware and general hardware and woodware. This firm does business only with the wholesale and export trade and as yet have no connections in Canada. They were established in the year 1900 and send a list of nine references.

**The Orient**—A Canadian who has carried on brokering and commission business in Victoria for some years intends to visit the Orient early in the new year in the interest of his business and would be glad to represent Canadian firms on this trip.

**Apples**—An enquiry has been received from a fruit importer at Sheffield who is in a position to import about two hundred barrels of apples a week, and requires fresh sources of supply in Canada.

**Blocks—Wood**—A timber merchant and importer in London desires to procure blocks made out of waste material  $1\frac{1}{4} \times 1\frac{1}{4} \times 9''$ . These blocks are to be planed all round, free from knots and one end to be angle cut. A large quantity will be required and it is requested that a sample should accompany quotations, which should be given f. o. b. London.

A London, England, firm in the last manufacturing trade, in a position to purchase large quantities of hard maple wood blocks are desirous of getting into touch with Canadian exporters able to meet their requirements.

Application is made by a City Engineer in England for samples of different Canadian woods, size  $9'' \times 5'' \times 3''$ .

**Box Shooks**—A box manufacturing company at Cardiff asks to be placed in touch with Canadian makers of box shooks who are advantageously located for shipping direct to Cardiff.

**Enamelledware**—A company in Bridgetown, Barbados, asks for catalogues and prices of enamelledware and also quotations on seconds or imperfect goods.

A London firm desires to open up business relations with manufacturers of enamelledware, either as sole consignees or sole agents.

**Handles**—A New York export commission house desires to communicate with Canadian manufacturers of handles.

**Iron-Pig**—A manufacturing firm in London using a quantity of pig iron in their business have made enquiry respecting Canadian supplies of this article.

**Lumber**—A wholesale commission merchant, established in 1897 in Hamburg, Germany, desires to communicate with a Canadian shipper of lumber. He sends as reference his bank.

**Mouldings, Etc.**—A London firm desires to open up business relations with manufacturers of the following classes of goods, either as sole consignees or sole agents,—picture frame mouldings, pastry boards, knife and scrubbing boards, broom handles, clothes pegs, etc.

**Salmon and Lobsters**—A firm in Brussels, Belgium, wishes to represent Canadian packers of canned salmon and also a packer of lobsters.

**Tallow, Soap, Etc.**—Application has been received from a maker of dog and poultry foods for names of Canadian tallow merchants and refiners, tallow and fat melters, soap manufacturers and canned meat packers, the object being to arrange for a regular supply of the by-product known as "greaves."

**Underwear**—A London, England, firm, doing business with the wholesale and export houses of the United Kingdom, desires to place their orders for the coming Winter for ladies' cheap ribbed and fleeced cotton underwear and men's fleeced cotton underwear. This business was established in 1810. Good references are forwarded and samples asked for.

**Vinegar**—A London house would be pleased to hear from Canadian manufacturers of vinegar.

## THE FRENCH TARIFF

A report from Mr. Anatole Poindron, Canadian commercial agent to France, received at the Department of Trade and Commerce gives a full explanation of the French tariff, the niceties of which seem to be interminable. The report rather upsets some current notions as to the application of the surtax d'entrepot, which it was thought could only be escaped, in the case of the Canadian products, by direct shipment to a port of France. For instance, it is shown that as regards apples, shipped from this country, the surtax is not imposed if they are sent via New York any more than if forwarded to French ports direct from the St. Lawrence. Neither in regard to this product does the Canadian exporter lose the benefit of the minimum French tariff, because this tariff also applies to apples, which are the product of the United States. If, however, the apples were shipped to France via Liverpool, they would be liable to the surtax, for this additional tax is designed to prevent the commerce of France to be carried from European ports, and does not apply to ports outside of Europe.



## THE ASSOCIATION LIBRARY

The publishers of the *Farmer's Advocate* of London and Winnipeg are to be congratulated on the excellence of their Christmas number. It is a publication of which Canadians may well feel proud and in which every reader will find matter of interest. The number is especially strong in its illustrations, some of which are of great beauty. A speaking likeness of the Right Hon. Joseph Chamberlain is a feature.

The *Westminster Columbian* of New Westminster has issued a special number, which in point of size and scope is certainly a masterpiece. It deals exhaustively with every phase of life in the western city and it is pleasing to note that industrial features take a prominent place.

The Association is in receipt of a booklet descriptive of the Barry Docks and Railway Company, an organization which operates railways and docks in Wales. The railways give access to the Welsh coalfields and also connect with other English systems so that splendid facilities are afforded for shipping coal and distributing foreign and colonial importations. A bird's eye view of the docks is supplied, together with an illustration of one of the large transit sheds.

The B. Greening Wire Company of Hamilton, have favored us with one of their large 1904 calenders. An excellent reproduction in colors of the extensive works of the company forms the centre of the design, to the right of which are portraits of the founders and present head of the firm.

The *Nor'-West Farmer* has issued a Christmas number of over one hundred pages and with an attractive cover. The contents are of special interest to farmers and many illustrations brighten the pages of the paper.

The Halifax Secretary of the Association, Mr. R. M. Hattie, is contributing a highly interesting account of the Pacific Excursion of 1903 to the "Maritime Merchant" of Halifax.

The catalogue of the American-Abell Engine and Thresher Co., Limited, of Toronto, is a splendid specimen of progressive industrial advertising. The engines and threshers of this company bear the trade mark "Cock o' the North" and the catalogue has some interesting references to the source of the phrase. The illustrations and descriptions of the various machines are excellent.

The Annual Report of the Freemantle, W. Australia Chamber of Commerce for the year ending March 31, 1903, has been received. The committee's report touches on a large number of interesting questions.

From the Bureau of Statistics of Labor, State House, Boston, comes a valuable report on "Race in Industry." The report takes up the various races to be found in the industrial life of Massachusetts and analyzes each race separately. To Canadians, the sections devoted to people of French Canadian, English Canadian, New Brunswick, Nova Scotia and Prince Edward Island descent are of special value.

## T. A. RUSSELL

### Presentation from Members of the Manufacturers' Association

Mr. T. A. Russell B.A., Secretary of the Canadian Manufacturers' Association 1900-1903 was married in Toronto on December 24th. Mr. Russell was appointed Secretary of the Association on February 22nd, 1900. About the same time the Association was reorganized and its progress since then is now a matter of history. In 1900 the membership was only 132. During Mr. Russell's term of office it increased to 900 and is now about 1400. At the same time every Province in Canada was organized with local boards. The work of the Association was extended along many different lines and carried out most successfully. The officers of the Association during Mr. Russell's term of office give him great credit for the magnificent results.

The members of the Executive of the Association who were present the day Mr. Russell was appointed gave him a very pleasant dinner on December 22nd and with hearty well wishes for himself and his bride presented him with a pair of leather library chairs and a mahogany secretary. The speeches of the evening testified to the high esteem in which Mr. Russell was held by the members of the Manufacturers' Association and by the business community generally.

Those present were Mr. J. F. Ellis, who was President at the time of Mr. Russell's appointment, and Mr. P. W. Ellis, who was Vice-President and Messrs. A. E. Kemp, S. Morley Wickett, E. C. Boeckh, Thos. Roden, Wm. Stone, W. J. McMurtry, Geo. Booth, W. K. McNaught, W. K. George, A. W. Thomas, J. R. Barber, F. H. Wright, R. A. Donald, J. P. Murray, J. O. Thorn, J. M. Taylor (Guelph), Geo. D. Forbes (Hespeler), Harry Cockshutt (Brantford), and J. F. M. Stewart.

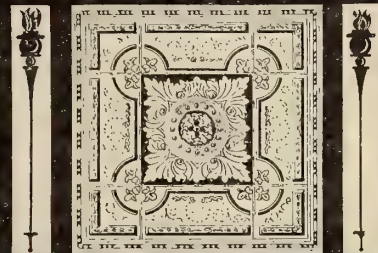
## AN OBJECT LESSON

Speaking at St. John, N. B., Mr. R. L. Borden, the Conservative leader, said: "Why does the Conservative party believe in the policy of protection for this country? What I saw in Sydney was a very good object lesson. For the last twenty-five or fifty years our people have been going to the United States to find employment. These Provinces have every qualification for carrying on large manufacturing industries. I saw in Glace Bay 20,000 people, and in the town of Sydney 12,000 people whose very existence depended upon the coal and steel industries. At North Sydney and Sydney

Mines were 11,000 more who would be in the United States if those industries should go to the wall. Those industries should have that measure of protection which would put them on a sound basis. That is an object lesson to the laboring men and farmers. Those 40,000 people form a market for produce of the farmers of the Maritime Provinces and the farmers will learn here, as they have done in Ontario, that they are as much interested in the establishment of manufacturing industries as the capitalists themselves."

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GODERICH, ONTARIO



## Recent Incorporations

The King Edward Oil Co., Limited with headquarters at Saint John, N. B., has applied for articles of incorporation. The Company has been formed to manufacture and deal in oils, soaps, varnishes and paints. The capital stock is \$40,000.

Jaffray Brothers, Limited, have been incorporated at Galt to take over the business formerly carried on by Jaffray Brothers.

The firm of J. H. Whicher & Son, of Wiarton has been incorporated to buy, sell and manufacture drugs.

A charter has been granted to the Enterprise Hosiery and Underwear Co., Limited of Toronto Junction, empowering them to carry on the business of manufacturing and dealing in knitted garments and whitewear.

W. H. Lailey & Company, Limited have been incorporated at Toronto to take over the business formerly carried on under the name of the Merchants Tailoring Co.

The Winnipeg Ceiling and Roofing Company has been incorporated to carry on the business of manufacturing sheet iron ceilings, roofing, sheeting, etc. The capital stock is placed at \$50,000.

A company to be known as the Canada Brake and Supply Company, Limited, has been incorporated at Toronto with a share capital of \$90,000 to manufacture, buy, sell and deal in brakes and other mechanism.

The Automobile and Supply Company, Limited, has been incorporated at Toronto with a capital of \$40,000 to carry on the business of manufacturing automobiles, etc. The provisional directors are G. H. Gooderham, W. S. Smith and W. A. Littlejohn.

Letters of incorporation for the Charles Fawcett Mfg. Co. of Sackville, N.B., are being applied for. The company will carry on a general iron foundry business with a capital stock of \$100,000. The directors are Charles Fawcett, Horace E. Fawcett, C. W. Fawcett, F. W. Ryan, Walter Fowler, Kate J. Fawcett.

The Gilmour Door Company of Trenton, has been incorporated with a capital of \$100,000, to carry on business as a manufacturer and dealer in lumber, pulp, paper, doors, window sashes and frames, boxes, etc.

By an order-in-council, dated December 9, the corporate name of The Keenan Brothers Company, Limited, has been changed to Keenan Bros., Limited.

Letters of incorporation have been granted The Dominion Table Manufacturing Company of Berlin, with a capital of \$30,000.

The Wilcox Manufacturing Company of Ontario, with head office at London, has been incorporated. The company intends to manufacture and deal in hardware, hardware specialties and hardware sundries.

Letters of incorporation have been granted the Jones and Moore Electric Company of Toronto, with capital of \$100,000 to carry on the business of mechanical and electrical engineers and contractors.

The Dominion Salt Co., has been incorporated with head office at Sarnia, and with a share capital of \$200,000.

The Empire Carpet Company, Limited, of Dundas, has been incorporated with a capital of \$75,000, to purchase the good-will, etc., of The Empire Carpet Company of Saint Catharines.

A company has been incorporated at Brandon, under the name of "The Adams Shoe Company, Limited, to manufacture and deal in boots, shoes, leather goods, saddlery, harness, trunks, etc.

A charter has been granted a company to be known as Ladies' Wear, Limited, of Toronto, empowering it to manufacture and deal in ladies' wearing apparel, etc. The provisional directors are Sarah K. Currie, James P. Watson, George F. Watson, Annie E. Hills and Frederick P. Evans.

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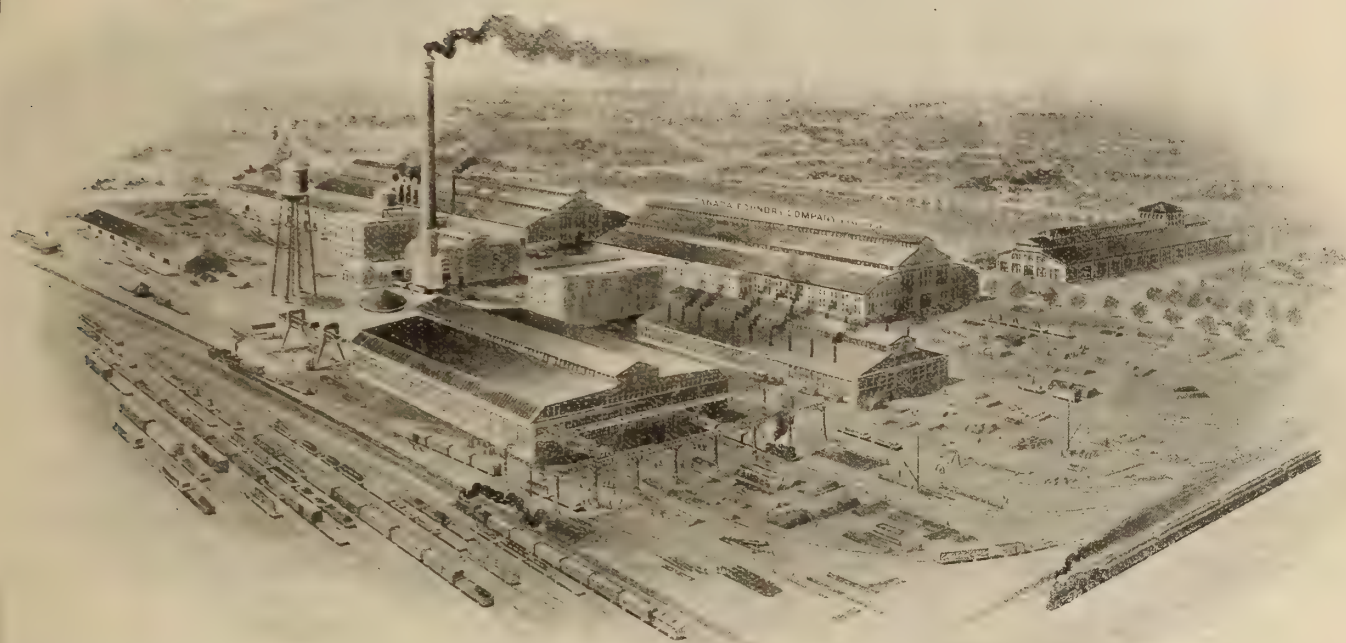
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J. A. M. ALLEY, Inspector

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| Drayton      | Otterville       | Sturgeon Falls |
| Dutton       | Owen Sound       | Sudbury        |
| Elmira       | Port Hope        | Thamesford     |
| Glencoe      | Prescott         | Tilsonburg     |
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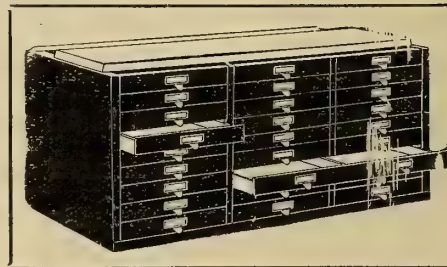
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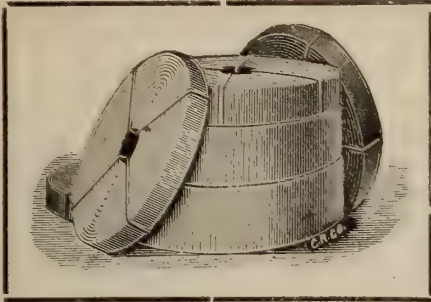
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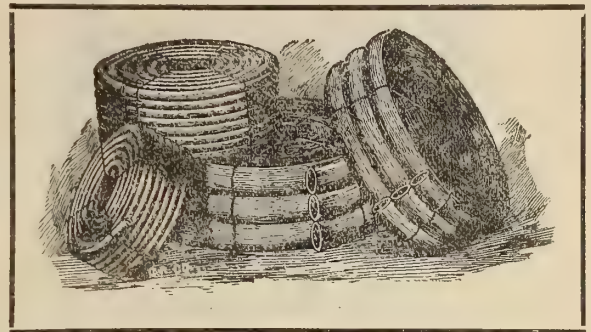
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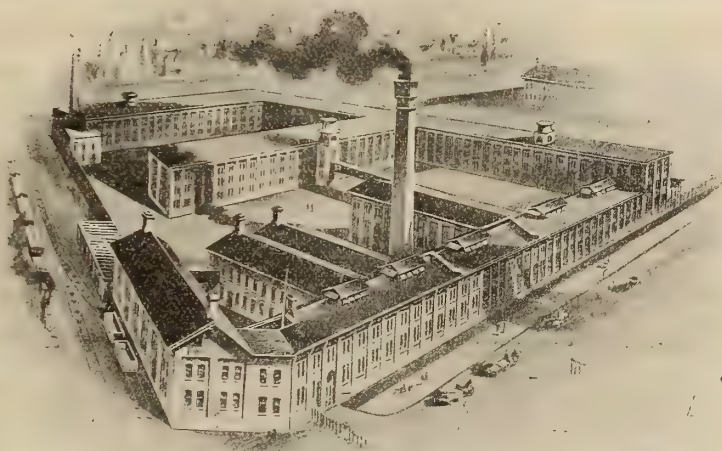
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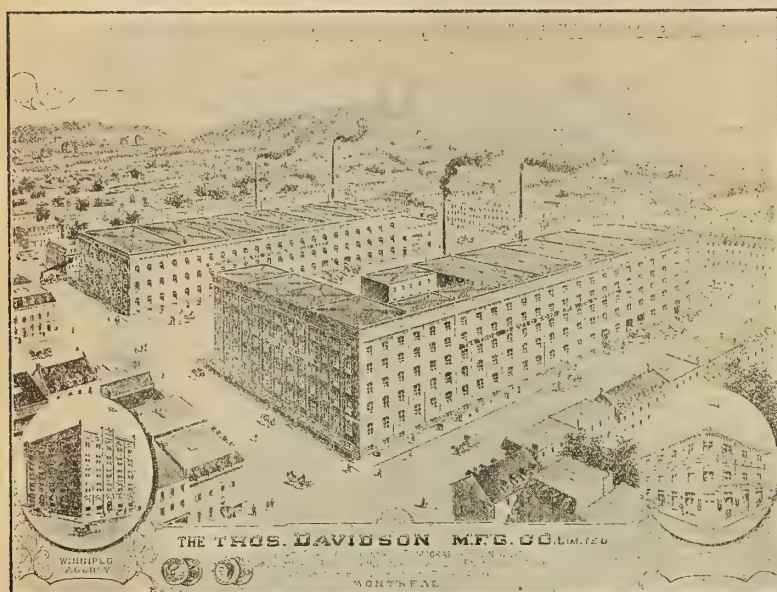
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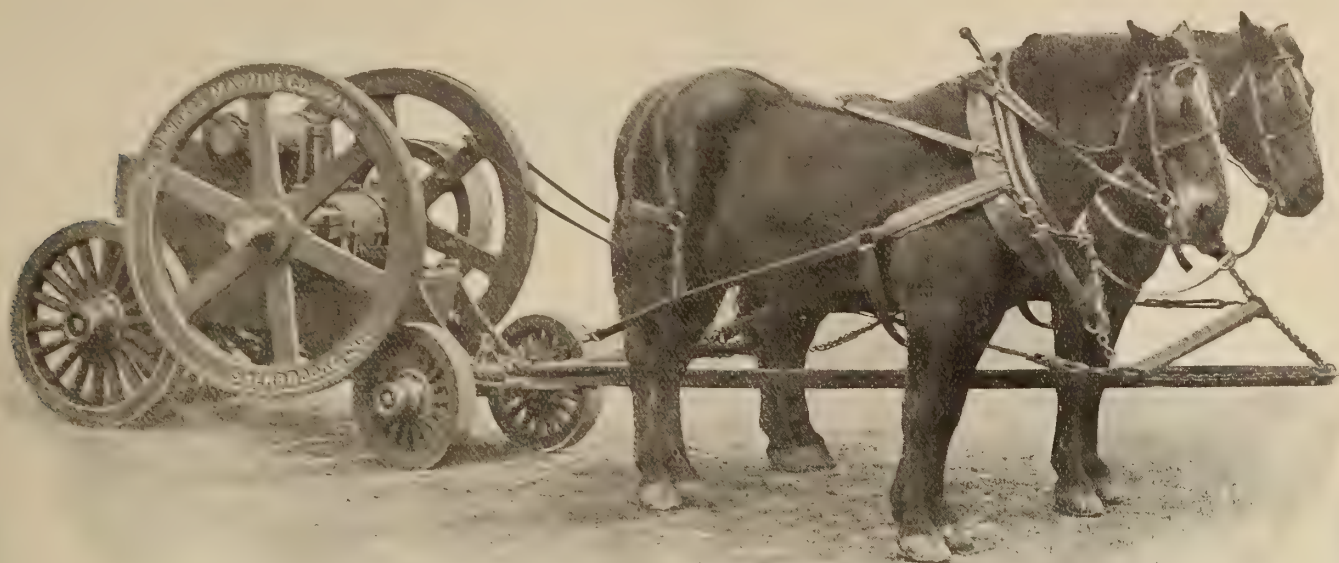
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RESERVE
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TOTAL ASSETS
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THE PIANO AND ORGAN INDUSTRY
Transportation Department
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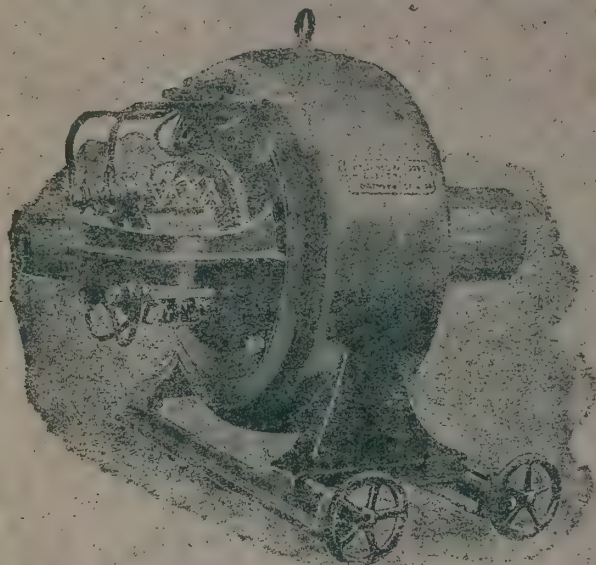
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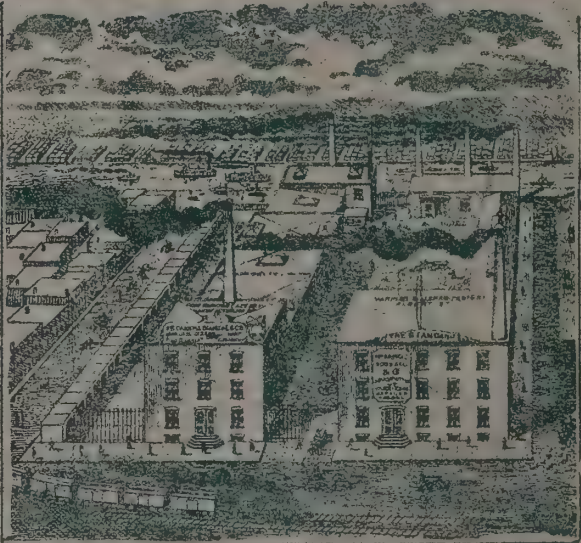
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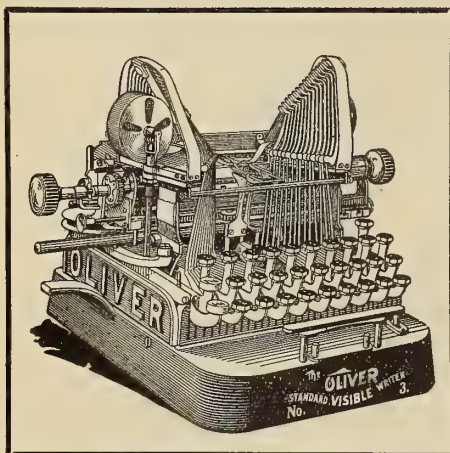
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THE BANQUET AT AMHERST

THE Banquet of the Canadian Industrial League at Amherst, N.S., was a remarkable manifestation of protection sentiment. Nearly all the leading business and professional men of the town on both sides of politics were present and the speeches advocating a thorough revision of the tariff giving protection to all Canadian industries were applauded as enthusiastically by Liberals as by Conservatives. The Canadian Industrial League is a non-partisan organization every member of which signs the following declaration:

"I hereby agree to become a member of the Canadian Industrial League, and promise to support by my vote and influence the principle of Tariff Protection for Canadian farming, mining and manufacturing industries, the development of shipping facilities at Canadian ports and their use in preference to foreign ports, the improvement of Canada's internal and external transportation facilities and Government regulation of railway rates so that the products of farm and factory may be carried to consumers at home and abroad cheaply and with despatch. I also agree in making purchases to give the preference to articles "Made in Canada" when they are as cheap and as good as milar foreign products."

The fact that in all the towns where branches of the League have been established the most prominent business men on both sides of politics have joined and signed this declaration is significant. When Liberal business men all over the country are willing to sign such a declaration while the leading Liberal newspapers are publishing articles against protection imagine what enthusiastic protectionists these men would become if the party newspapers would come out strongly in support of the principle of protection.

There has been an extraordinary growth of protection sentiment in Canada during the last year among all classes of the people. The politicians do not realize how strong the feeling is in favor of adequate protection for all Canadian interests. The Liberal politicians say to the manufacturers, "We would be glad to give you the tariff revision you require if the people would support us." Suppose the politicians would cease sending out anti-protection literature to the rural districts how long would free trade sentiment survive? During the last session of Parliament immense quantities of such literature were franked through the mails by Liberal members. If instead of trying to manufacture sentiment against protection the politicians would try to educate the people to appreciate the value of home industries to all classes of citizens and the necessity of protecting them against foreign invasion they would be surprised at the hearty response they would receive. If the politicians will not lead the people in the right direction they will have to follow the people.

THE FARMERS AND RECIPROCITY

THE Toronto *Weekly Sun* takes exception to the statement of INDUSTRIAL CANADA that very few Canadian farms are adjacent to cities of the United States. It points out that certain portions of Ontario are nearer to Buffalo and Detroit than to Toronto.

So far as those sections of Ontario within a distance of twenty or thirty miles from Buffalo or Detroit are concerned, there is little doubt that the farmers would be greatly benefited by a reciprocity treaty with the United States if such a treaty could be permanent, for it is always advantageous to farmers to be within easy driving distance of a great city market, but farmers of the western peninsula of Ontario, who are not within driving distance of Buffalo or Detroit, would gain nothing by such a treaty. Buffalo and Detroit are the only two great American cities right on the border of Canada, and the number of Canadian farmers who live close to them is very small.

The *Weekly Sun* has frequently pointed out that the Canadian railways give better rates to American farm products than to Canadian farm products. Now the farmers of Michigan, Ohio and New York, can produce all kinds of fruits, vegetables, cereals and meats, as cheaply as the farmers of Ontario, and if the *Weekly Sun* is right about the railway rates, they can lay them down more cheaply not only in Buffalo and Detroit, but in the towns of Western Ontario. Moreover the great Chicago meat companies would be able to sell western meat in Ontario towns at prices our farmers could not touch. Reciprocity with the United States would mean that American farm products could come into Canada free of duty. Even now, when we impose protective duties on most United States farm products, the Americans are able to send into this country enormous quantities of farm products. During the

NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, Feb. 18th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, Feb. 11th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, Feb. 11th.

fiscal year 1903 we imported from the United States \$17,780,000 worth of the same kind of farm products as are grown in Canada, not taking into consideration Southern farm products such as cannot be grown in Canada, and we only exported to the United States \$8,250,000 worth of Canadian farm products. If there were no tariff whatever on United States farm products the towns of Western Ontario would be flooded with American farm products. There are a large number of thriving towns in South Western Ontario. To say nothing of Toronto, we have Hamilton, St. Catharines, Brantford, Woodstock, London, St. Thomas, Chatham, Windsor, Stratford, Paris, Galt, Berlin, Guelph, Waterloo, and a number of other towns. With a reciprocity treaty in force American farm products would be sold in all these towns in competition with Canadian farm products, and at the same time many of the factories in these towns would be closed as a result of American competition. It will pay the farmers of Western Ontario far better to increase the population of the numerous towns in their own counties by buying goods "Made in Canada" than to get reciprocity with the United States. If all the manufactured goods we now buy in the United States were made in Canada, there would be an immense increase in the number of factories in the towns of Western Ontario, and a corresponding increase in the consuming population. By increasing our protection on both farm products and manufactured goods, we can build up a large number of thriving cities and towns in Western Ontario that will consume great quantities of farm products. It will be far better for our farmers to have such prosperous towns scattered all over the western peninsula of this province than to be dependent upon two big American cities.

Even for the farmers in Essex and Welland counties, who live close to the markets of Detroit and Buffalo, the prosperity of reciprocity would be short lived. If the United States Government agrees to a reciprocity treaty with Canada it will be for the purpose of killing the Imperial Preferential trade movement of Mr. Joseph Chamberlain, and if this is accomplished, they will have no hesitation about ending any reciprocity treaty, if they think by doing so they can force Canada into annexation. As Hon. Geo. W. Ross has well said: "The artificial market which would be created by reciprocity, would be in no case as good to us as the natural market we now have in Great Britain. Given an artificial market, terminable at the caprice of one of the parties to that treaty, and the moment you have it created, by a similar caprice, it may be shattered to pieces and immense industries ruined by the stroke of some presidential pen."

IN OPPOSITE DIRECTIONS

THE sentiment in favor of reciprocity with Canada is rapidly growing in the United States, and many commercial bodies have passed resolutions endorsing the policy. Fortunately for Canada the Americans have been very slow in learning the value of the Canadian market to them. If public opinion in the United States had reached the same stage that it now has before the assembling of the Joint High Commission in Washington, Canada might now be tied down with a treaty that would cramp industrial expansion for many years, but during the last three years Canadian sentiment has been developing in an exactly opposite direction. Canadians of both political parties are becoming more strongly determined every day that Canada shall work out its own destiny independently of the United States. Our people begin to see clearly that it will benefit Canadian farmers, fishermen, miners and workmen of every class far more to build up towns and cities in Canada which will consume all kinds of Canadian products than to secure some temporary arrangement for the admission of our products into the United States, while allowing American farmers and American manufacturers to send their products into our market to compete with the products of our farms and factories. Our people begin to see also that reciprocal trade with Britain can probably be arranged on a fairer basis than reciprocity with the United States, and that such an arrangement would be more natural and possess greater elements of permanency, while it would not involve any sacrifice of Canadian independence.

A BANK MANAGER'S TESTIMONY

AT the thirty-seventh annual meeting of the shareholders of the Canadian Bank of Commerce held on the 12th of January, 1904, the general manager, Mr. B. E. Walker, said:

"If, as seems probable, we are to witness a general decline in prices, we must not be slow to recognize what this may mean. As we said a year ago, we must hold our own against a nation fifteen times as large in people and in industries. We cannot stand again as we have been forced to in the past, the process of absorbing a large part of the surplus product of the United States. It is not a question of which fiscal policy we like, it is a question of holding our own in a time of war. It will only be industrial war, it is true, but it may be as fierce and unrelenting as ordinary war, although the results cannot be so terrible."

This is not the opinion of a politician, but that of a business man having exceptionally good opportunities for observing trade conditions, as he is at the head of a great financial institution with branches throughout the Dominion. In view of the fact that attempts have been made in some quarters to create the impression that the demand of the Cana-

dian Manufacturers' Association for a general revision of the tariff is a Conservative movement intended to injure the Liberal Government, it is worthy of note that the president of the great bank for which Mr. B. E. Walker speaks is a Liberal, whose name is known throughout the country, Hon. George A. Cox.

This is a business question, and the great majority of Canadian business men, irrespective of party, believe in a thorough revision of the tariff that will give all Canadian industries sufficient protection to secure them against unfair competition during a period of depression.

TWO YEARS' TRADE WITH OUR NEIGHBORS.

EXCLUDING gold-bearing quartz, gold dust, gold nuggets and silver contained in ore, concentrates, etc., Canada's exports to the United States for the fiscal years 1902 and 1903 amounted in value to \$97,286,834 while imports from the United States amounted in value to \$243,542,633. Thus in two years the balance of trade against Canada amounted to \$146,255,799. This is more than twice as much as the Intercolonial Railway has cost the country. It would probably be nearly sufficient to extend the Intercolonial across the continent to Port Simpson. It is very nearly equal to the amount that has been expended on the Intercolonial Railway and our great system of canals together.

In making this comparison we do not mean to give the impression that if the amount which Canadians have expended on United States merchandise in excess of the value of our exports to the United States had been spent on Canadian merchandise the Dominion Government would have \$146,255,799 to expend on public works. The comparison is made simply to show how vast the amount of our adverse trade balance is. While this vast amount would not be at the disposal of the Canadian Government if expended on Canadian products it would be in circulation among the Canadian people helping to stimulate every branch of trade.

To take the two years separately, in the fiscal year 1902 there was imported from the United States for consumption in Canada \$114,752,396 worth of merchandise while \$46,907,299 worth of Canadian products were exported to the United States, leaving a balance against Canada of \$67,845,097. In the fiscal year 1903 the imports from the United States for consumption in Canada were valued at \$128,790,237 while we exported to the United States \$50,379,535 worth of Canadian merchandise, leaving a balance against Canada of \$78,420,702. Thus the adverse balance was far greater for the fiscal year 1903 than for the fiscal year, 1902. Assuming that the population of

Canada was in round numbers six millions and the population of the United States in round numbers eighty millions, the amount expended by Canadians on American products during the fiscal year 1903 was \$21.46 per head of population while the amount expended by Americans on Canadian products was only 62 cents per head of population. Thus each Canadian spent more than thirty-four times as much on American products as each American spent on Canadian products.

Nothing but a thorough revision of the tariff will place trade between Canada and the United States on a fair basis.

CARTAGE

A great many complaints have reached the Association with reference to the charges imposed by the Railway Companies for the cartage service which they perform at cartage points.

As far as can be ascertained, the cartage service was established originally by the Railway Companies on their own initiative, entirely at their own expense and for their own advantage; not at the request of the shipping and receiving public.

While there may be advantages to the individual shipper in having his goods collected and to the consignee in having his goods delivered by the Railway Companies, it is not an advantage which they cannot obtain equally as well by cartage agencies established on pretty much the same lines as those now doing the railway work. It would be reasonable, if a shipper's system were being considered, to ask the Railway Companies to reduce their rates by what represents to them the actual cost of cartage, and, with this advantage, it should not be a difficult matter for the shippers to organize a joint service for all freight depots. A joint service would be, if anything, an improvement on the service of to-day. It would mean that only one cartage company would be called upon to remove goods, which would obviate the necessity of sorting to different railway waggons, as one wagon would deliver the goods to the various depots, and this would be more likely to assure full loads and fewer trips to the waggons. A joint service operated by shipper, as compared with the present service conducted for individual railways, could be carried on with fewer men, horses and waggons, and with less office and management expenses. Again, the disposition of the Railway cartage agents to-day is to favor the Railway Companies by whom they are employed. The shippers, through a joint service, would reap (if it counts for anything) this advantage.

On the other hand, what advantages accrue to the Railway Companies by having the cartage performed by companies under their control? Obviously, there are advantages, or the service would not have been inaugurated without expense to the public.

The advantages to the Railway Companies are:—1st., economy of rolling stock; 2nd., economy of shed accommodation; 3rd., economy of portage; 4th., economy of clerical labor; 5th., economy of yard accommodation, and 6th., economy of yard service.

Economy of equipment represents an immense saving to the Railway Companies, (particularly during seasons of car shortage) in that when goods arrive at the cartage points, the practice is to make immediate delivery. It is thus possible to release fully loaded cars within a very few hours after arrival and cars are almost invariably sent out reloaded the same day as they are received with loads from the line. The economy of equipment is, therefore, the immediate working back into service of cars which have just arrived with loads, whereas if railway cartage were not in vogue, the carload freight, which is now carted, would have to be either unloaded into sheds or be held for unloading from tracks, the consignees having, and would often take, 48 hours for unloading.

Again, the Railway Companies, as a rule, unload straight carloads of cartage freight from side tracks, thus avoiding the expense of handling over shed floors. The same remarks would apply with regard to outward shipments. Cars with loads would be despatched without a delay of more than a few hours, whereas two full days would have to be allowed a shipper if he did the loading himself.

Economy of shed accommodation represents the advantage which accrues to a railway company from being able to use its team track sidings for carloads cartage freight; unloading and sorting through sheds only the less than carload shipments. At present, in some freight sheds, at least, shipments are merely passed across the shed floor from the car to the wagons. The stacking of inward shipments on the shed floor waiting for consignees to take delivery, would involve the necessity of the railways providing freight sheds very much larger than those with which they are able to transact their business to-day.

This matter of shed accommodation applies in the same degree to outward freight. The goods would have to be received from shippers' wagons and piled on shed floor to be subsequently sorted into various cars.

Portage is the handling from team to cars and vice versa. At present, freight, as far as possible, is trucked directly from the cars to the wagons or from the wagons to the cars. In the latter case the railway teamsters move from door to door of sheds, sorting out the loads according to the destinations of the goods. If the goods were taken to the freight sheds by shippers' teams, it would be reasonable to expect the railways to take delivery at one door, or at

least, make a general sorting from the wagons and then only to the floors of the sheds, not directly to cars. Freight would, therefore, have to be trucked from the wagons to the shed floor, and a second time from the shed floors to the cars, in the latter instance perhaps some considerable distance through the sheds, but in any case the extra handling practically doubles the expense of the shed handling to the railway companies.

The extra cost of clerical work would represent the "advice notes" which it would be necessary to send out notifying consignees of the arrival of freight. It would also be necessary to engage extra men to handle the warehouse books and take receipts from the teamsters, sent by consignees to remove their freight.

These latter remarks are based on the assumption that some shippers and consignees (since the full cost of cartage would be charged against the freight) would prefer to use their own teams on account of the proximity of their premises to the freight sheds.

With reference to increased yard accommodation, it is hardly necessary to mention the fact that the railway yard facilities to-day are, generally speaking, unequal to the tonnage which has to be handled through them. If inward and outward carload freight had to be removed by the shippers and consignees, the additional time taken by them for each service (free limit two days) would largely add to the daily tonnage lying in cars in railway yards. It would be necessary for the railways at once to proceed to purchase additional property to add to their trackage facilities.

Increased yard service: If the freight which is at present carted had to be loaded and unloaded by shippers and consignees, they would reasonably expect the railways to switch carload freight to and from the sidings convenient to their premises, or as designated by them. This would add to the switching service, which would require additional locomotives and additional men to handle them.

There is one other reason for the cartage which has not been mentioned, and that is that the present system equalizes the disadvantages of location that one railway may labor under as compared with another. If the present system were withdrawn, there would be no particular incentive to shippers to incur increased cost of cartage in order to patronize one road as against another, and the result would be, generally speaking, that the goods would be taken to the freight station most convenient to the shippers' warehouses.

On the whole, it seems unwise that the railway companies should disturb the old conditions against which there was no complaint, and their doing so seems to somewhat resemble an imposition. It certainly resembles an imposition, when, as is frequently the case at certain warehouses, a wagon is loaded full with small shipments, say 15 to 40 small lots, upon which a cartage of 15 cents per shipment is assessed. This must be a remunerative cartage business, at \$2.25 to \$6.00 per single load.

Executive Council

REGULAR JANUARY MEETING

Interesting reports received from the various committees of the Association—Arrangements for annual meeting and excursion

THE regular monthly meeting of the Executive Council, Canadian Manufacturers' Association, was held in the council chamber, Board of Trade Building, Toronto, on Thursday, Jan. 21st., 1904, at 2 p. m.

The following members were present :—Messrs. Geo. Booth, P. H. Burton, Robt. Crean, J. S. N. Dougall, John F. Ellis, P. W. Ellis, Geo. D. Forbes, W. K. George, R. Hobson, John S. McKinnon, R. McLaughlin, J. P. Murray, A. S. Rogers, W. B. Rogers, A. F. Rutter, Wm. Stone, J. M. Taylor, A. W. Thomas, J. O. Thorn, W. B. Tindall, R. J. Whyte, Henry Wright.

In the absence of Mr. Geo. E. Drummond, the President, the chair was occupied by the First Vice-President, Mr. W. K. George.

Minutes of the previous meeting were taken as read.

Communications were received as follows :

From the following members unable to be present :—Messrs. Geo. E. Drummond, Lloyd Harris, H. Cockshutt, R. Munro, R. O. McCulloch, C. R. H. Warnock, and C. N. Candee.

From Mrs. W. W. Watson, of Montreal, acknowledging a letter of condolence recently forwarded to her by the Executive Council.

Reports of officers and committees were presented as follows and upon motion were regularly adopted.

TREASURER

Mr. Geo. Booth presented the Treasurer's report showing the financial standing of the Association up till Jan. 1st.

SECRETARY

The Secretary reported with regard to a number of features in connection with the work of the Association. Mr. E. H. Cooper, the Secretary of the Montreal branch, had been accorded leave of absence for two months. His duties were being performed by the Assistant Secretary, Mr. Stewart. The hope was expressed that Mr. Cooper might return to his work with health restored.

The Secretary had accompanied the Chairman of the Reception and Membership Committee to London where a vigorous membership campaign had begun and was

being admirably carried on by the London members. Already twelve applications have been received.

Three meetings of Sections had been held during the month and fifteen Committee meetings in all.

A brief reference was also made to the present tariff situation.

FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. Geo. Booth. It provided for the regular running expenses for the month, recommended the appointment of Mr. F. M. Robertson as Secretary of the British Columbia Branch of the Association and recommended the forwarding of a slight acknowledgment to Mr. Harrison Watson the representative of the Association in Great Britain.

RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented by the chairman, Mr. Crean. It recommended the acceptance of 26 applications, the names of which appear in another column.

The Committee also stated that they had been giving close attention for some time towards making a recommendation with regard to the destination of the Annual Excursion, and they recommended, subject to the arrangements of details and any suggestions which might be made by the Executive Council, that the Annual Excursion for 1904 should, if possible, be made to Newfoundland and the Maritime Provinces, and that it should take place at an early date in the month of July; the whole trip covering about two weeks time.

The Committee further recommended that the next Annual Meeting of the Association should be held in the City of Montreal during the latter part of the month of September, the date to be decided upon later.

COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial-Intelligence Committee was presented by the chairman, Mr. A. W. Thomas. It stated that further information had been secured with regard to the Canadian Exhibition now being held in the Court of the Crystal Palace, London, England. In order to advertise this Exhibition, circulars were being distributed to

the best advantage among a number of the members of the Association and an article concerning the Exhibition would be prepared for the News Column of this issue of INDUSTRIAL CANADA.

An interesting report was presented upon the parcel postage arrangements existing between Canada and countries to the south of the United States. It was explained that the regular postage conventions covered only the transmission of letters, newspapers, circulars and samples (without value); the arrangements for the carrying of parcels being entirely of a private and mutual character. Seeing that the United States refused to transmit parcels from Canada to those countries, it was suggested that the Postmaster General should be interviewed and urged to secure some satisfactory understanding with the United States Government which would encourage Canadian business.

The report also stated that complete information concerning the New Zealand Tariff had been secured through the special representative of the Association, and was published in full in the January issue of INDUSTRIAL CANADA.

RAILWAY & TRANSPORTATION COMMITTEE

The Report of the Railway and Transportation Committee was presented by the chairman, Mr. J. O. Thorn. It reported in detail the questions discussed by the Railway and Transportation Committee during the month and the work covered by the Manager of the Transportation Department since the last meeting of the Executive Council.

The Committee announced with satisfaction the enforcement of the new Railway Act on Feb. 1st, and stated that the Department was prepared to make important representations on behalf of the members of the Association as soon as the Commission were prepared to deal with them.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by Mr. P. W. Ellis. It dealt specially with the condition of the Labor Market in Canada and reported the following summary of the recent enquiry circular with regard to the needs of the members of the Association :—

| | |
|---------------------------------|------|
| Circulars issued (Nov. 10)..... | 1306 |
| Replies received..... | 434 |
| Help required { Men..... | 2123 |
| Boys..... | 285 |
| Female..... | 2189 |

It further stated that letters had been issued to the members recommending them at reliable sources of supply in Great

Britain. The Chairman in presenting the report commented upon the labor situation and showed how absolutely fair were the methods adopted by the Association and how unquestionable were the facts secured.

INDUSTRIAL CANADA COMMITTEE

The report of the INDUSTRIAL CANADA Committee was presented by the Chairman, Mr. F. J. Smale.

It recommended that on the February issue a special industrial article should be prepared upon the Piano and Organ industry, and that a paper upon the subject of "Electric Power in Ontario" prepared by Mr. P. W. Ellis should also be published. The Committee was considering carefully the recommendation that a special advertising solicitor should be appointed.

The report was accompanied by a rough proof of a cover design which was viewed with favor by the Committee and submitted for approval.

A recommendation was also made with respect to changing the color of the cover.

SPECIAL DOMINION EXHIBITION COMMITTEE

Mr. J. O. Thorn presented the report of the special Committee dealing with the Dominion Industrial Exhibition to be held in Winnipeg in 1904. The Committee had recommended to the Government:—

1. That suitable buildings should be provided for the exhibits of Canadian manufactured goods.

2. That the freight charges on exhibits should be paid.

3. That the control of the new building should be placed directly in charge of this Association and arrangements made for securing the services of a special superintendent.

Every effort was being made to give the Winnipeg Exhibition authorities as much assistance as possible and no pains would be spared to make the manufacturers' portion of the Exhibition a great success.

The report stated that Mr. F. W. Heubach, the Secretary of the Winnipeg Industrial Exhibition Association was at the present time interviewing the Committee with regard to a number of important details.

The report of the Toronto Branch was presented by the Chairman, Mr. J. P. Murray. It appears in another column. The most important item in the report was that respecting the export of electric energy from Canada and it was recommended that this matter should be placed in the hands of a special Committee of the Association with the request that as much information as possible be secured and a vigorous protest made against the granting of any rights to export powers from the Dominion. Mr. P. W. Ellis was named as Chairman of the Committee.

The report of the Montreal Branch was presented by Mr. J. S. N. Dougall. It also appears in another column.

NEW BUSINESS

Under the head of New Business Mr. R. J. Whyte, referred to an important matter concerning organized labor and Mr. Thorn took occasion to introduce to the members

of the Committee the Manager of the new Transportation Department, Mr. W. H. D. Miller, who addressed the Council briefly with regard to transportation matters.

The meeting then adjourned.

MONTREAL BRANCH

*Meeting held on January 7th—New Offices Secured
—Report re Dinner—Other Interesting Business*

THE regular monthly meeting of the Executive Committee of the Montreal Branch of the Canadian Manufacturers' Association was held on January 7th, in room 102, Board of Trade Building, with the Montreal Chairman, Mr. C. C. Ballantyne, in the chair. There were also present:

John Baillie, J. H. Burland, C. W. Davis, J. S. N. Dougall, Geo. Esplin, J. C. Holden, D. L. McGibbon, J. J. McGill, J. E. Matthews, R. Munro, J. H. Sherrard, E. Tougas and R. C. Wilkins.

The minutes of the previous meeting were read and approved.

A letter was received from Mrs. Watson thanking the Executive for their letter of condolence.

CUSTOMS' DELAYS

A letter was received from the Minister of Customs in reply to a letter of the Secretary, under date of the 18th December, which referred to the delay in receiving parcels from the Customs' Examining Warehouse. The Minister expressed the hope that arrangements would be completed whereby greatly increased accommodation for the Express Department will be provided, thus removing the cause of complaint. The Secretary was instructed to write the Minister of Customs expressing the gratefulness of the Executive.

GOLD AND SILVER SECTION

Mr. J. H. Birks, the Vice-Chairman of the Gold and Silversmiths' Section, presented the Constitution of the Section, asking it to be approved by the Executive Committee. After some discussion the motion of Mr. Tougas, seconded by Mr. Holden, to leave the matter on the table and have it reported on by Mr. Dougall, Mr. Ballantyne and the Secretary was adopted.

On motion of Mr. J. C. Holden the Secretary was instructed to write a letter of condolence to the widow of the late Samuel Coulson.

Mr. Dougall reported for the Finance Committee that the Finance Committee of the Executive Council had approved of the recommendation to secure rooms 101-102 Board of Trade Building and to furnish them comfortably.

Mr. Ballantyne reported that the Executive Council had decided to allow this Branch 50 per cent. of the fees coming from Montreal, 25 per cent. of which were to go to the office rent and expense and 25 per cent. to the Secretary. The Committee expressed satisfaction at this arrangement.

THE DINNER

Mr. R. C. Wilkins, the Chairman of the Dinner Committee, reported that letters had been received from Sir Wilfrid Laurier and Mr. R. L. Borden in regard to being present at the dinner. In as much as Sir Wilfrid had not yet been able to settle upon a convenient date, and in view of the fact that the Secretary would be out of town for the next seven weeks, it was decided to postpone the dinner until the latter part of February or the first part of March.

The Chairman then drew the attention of the Committee to the election of a Vice-Chairman in the stead of the late W. W. Watson. On motion of Mr. Dougall, seconded by Mr. McGibbon, Mr. McGill was elected Vice-Chairman.

Applications were received from the following: Castle & Son, N. J. Holden & Co., Starke Cooperage Co., the W. W. Scott Co, Tellier, Rothwell & Co., Moniteur de Commerce.

Mr. Ballantyne then informed the Executive Committee that the Executive Council had decided to give the Secretary seven weeks' holidays and transportation to the West Indies.

On behalf of the Montreal Executive he also presented the Secretary with a substantial purse. The Secretary expressed his gratefulness.

TORONTO BRANCH

*Report of Meeting on January 8th—Important Questions Discussed
—Progress Reported re Fire Insurance and Harbor Improvements*

THE Executive of the Toronto Branch reports a well-attended meeting held on the 8th of January.

A number of important matters were dealt with as follows:

WELSH COAL FOR CANADA

This question has been brought to the special attention of your Committee through several communications received from Mr. P. B. Ball, Canadian Government Agent at

Birmingham. The agent for a number of Coal Companies in Montreal wrote, desiring to meet the Branch Executive to discuss the matter with them in detail. It was decided, however, to await further and more definite information from Mr. Ball who intends visiting the Welsh mines, personally, and interviewing a number of the large shippers.

FIRE INSURANCE

Up to the date of the meeting, 120 members had replied to the circulars respecting Fire Insurance and information was on file regarding 91 factories. These different policies totaled nearly \$7,000,000. Replies are still being received and further action has been deferred in the meantime.

BOARD OF EDUCATION

The Branch Executive was desirous of securing the election of proper persons on the Board of Education and for this purpose had taken up the matter jointly with the Board of Trade. Final report was received from the special committee dealing with the matter.

HARBOR IMPROVEMENT

Following an interesting report prepared on this matter and submitted at a previous meeting, a deputation consisting of the Chairman, Mr. W. B. Tindall and the Secretary waited upon the Mayor of the City in a very satisfactory interview, at which it was decided to secure an interview with Sir William Mulock and the Minister of Public Works in the near future. Sir William Mulock being at present absent from Canada this interview has been necessarily postponed.

ELECTRIC POWER

It having been intimated in the press that Power Companies at Niagara Falls were soliciting rates from the Province to export electric energy, the Secretary was instructed to correspond with the Premier and remind him of our representations in this connection at a previous date, and further to ask that no concessions should be granted without hearing our views.

BOILER INSPECTION

Discussion on this subject brought up at a previous meeting was postponed.

J. F. M. Stewart, Secretary. *Jas. P. Murray, Chairman.*

NEW MEMBERS.

Applications passed at last Executive Council Meeting, January 21, 1904.

Black Bros. Co., Limited. Halifax, N.S., boneless fish.

Brener Bros., London, Ont., manufacturers of cigars.

Canadian Neckwear Co., Toronto, neckwear.

Carling Brewing and Malting Co., London, Ont., ale, porter and lager.

Castle & Son, Montreal, stained glass.

Dennis Wire and Iron Co., London, Ont., wire and iron.

Eau Clair and Bow River Lumber Co., Calgary, N.W.T., lumber and saw mills.

Empire Mfg. Co., London, Ont., brass foundry, plumbers' supplies, etc.

John J. Grant, New Glasgow, N.S., building material.

The Griffin & Kidner Co., Limited, Hamilton, Ont., books, periodicals, ledgers, labels, office stationery and other printed matter.

N. J. Holden & Co., Montreal, railway specialties.

Knowles & Co., London, Ont., lithographers.

The London Brass Works Co., of London, Ont., manufacturers of steam valves and brass compression bibs.

Le Moniteur de Commerce, Montreal, publishers.

London Box Manufacturing and Lumber Co., Ltd., London, Ont., lumber, packing boxes, etc.

London Soap Co., London, Ont., toilet and laundry soap, tallow, fertilizers.

Merrick, Anderson & Co., Winnipeg, Man., building paper, printing bags, etc.

The Ontario Spring Bed and Mattress Co., London, Ont., iron and brass beds, mattresses, etc.

The Pedlar Metal Roofing Co., Oshawa, Ont., sheet metal building materials.

H. T. Reason & Co., London, Ont., paper boxes and paper bags, wholesale manufacturing stationers.

W. W. Scott Co., Montreal, furniture and interior wood finish.

C. J. Silliker, Amherst, N.S., doors, sash moulding, mantel and bank fittings.

Stark Cooperage Company, Montreal, cooperage.

Wm. Stevely & Son, London, Ont., sheet metal work of all kinds.

Tellier, Rothwell & Co., Montreal, laundry blues and stove polishes.

Victoria Shoe Co., Limited, Toronto, boots and shoes.

ELECTRIC POWER DEVELOPMENT AT NIAGARA

By P. W. Ellis

UNDER the Act of last session, municipalities singly and jointly are permitted,—

(a) "To secure the acquisition, construction, maintenance and operation of all necessary works, plant, machinery and appliances for the development, generation, transmission, transformation, distribution and supply of electrical and other power and energy, including heat and light for their own corporate use . . . and for the use of such persons, firms and corporations as may desire the same."

(b) "To appoint a commission consisting of one electrical engineer . . . and not less than two or more than four other persons who shall be business or professional men of good repute" to report upon the mode and cost of exercising the aforesaid powers.

2. It is to be noted that there is no limitation in the Act as to the place or location

of operations. Although the Niagara Water Power is thought of and spoken of in connection with the Legislative authority, it would seem that authority is bestowed upon municipalities to acquire or develop such energy in any convenient place.

3. Under the Municipal Act there is a certain power of expropriation given to municipalities whereby existing electric lighting, gas and water companies may be acquired. Attention is drawn to this power because it may prove of substantial assistance in obtaining the consent of certain municipalities to join in the larger undertaking when they possess the means of buying out existing companies already established in their midst.

PRESENT CONDITIONS NIAGARA POWER

AVAILABLE QUANTITY.—The total power available at Niagara Falls, as estimated by American engineers, about five and a half millions H. P.

CHARTERED CAPACITY.—There are two American companies in operation and three Canadian companies, as follows:

| | About |
|--|--------------|
| The American Niagara Falls Power Co., U.S.A. | 300,000 h.p. |
| The Niagara Falls Hydraulic Co. U.S.A. | |
| The Canadian Niagara Power Co. | 100,000 h.p. |
| The Toronto & Niagara Power Co. | 125,000 h.p. |
| The Ontario Power Co. | 150,000 h.p. |

Total—12½% of whole, or . . . 675,000 h.p.

N.B.—The Commissioners report 22%, but there is something wrong with their figures.

RESIDUE.—It is clear that there is an enormous surplus still available without entrenching upon scenic effect and it has also been established by Mr. Randolph, of Chicago, that there are at least four highly desirable sites still available on the Canadian side within the limits of the Government Park, the aggregate energy of which will very closely approximate 350,000 horse power.

ONTARIO CONSUMPTION.—A guess at the Ontario consumption within the limits of practicable transmission cannot be hazarded, but by common consent the 375,000 horse power already in process of development by the three Canadian corporations is considerably in excess of all demands for many years to come. The fact that the City of Toronto, with all its lighting, electric railway, and manufacturing demands upon power, consumes only in the region of 30,000 horse power is a partial index of the margin between consumption and development.

VALUE TO MUNICIPALITIES—AVERAGE PRESENT COST

Very few users of power have any idea of its true cost per unit of horse power. The reason is that the various elements of cost, consisting of fuel, firing, water, maintenance and depreciation of boilers, engines, connections, buildings, etc., are seldom grouped together in such a way as to disclose the total outlay thereon. Again, even when this is done there is very seldom, if ever, a correct record kept of the actual consumption of power for the period. Indicator tests which are the only reliable means of ascertaining consumption, are most rarely made. Electric power is leased at rates ranging from \$20 per horse power per annum for a few hours daily up to special rates for small consumers, running as high as \$100 and upwards per horse power per annum. Probably the most economical steam power plant in Ontario costs, after allowing for all proper elements therein, not less than \$28 to \$30 per horse power per annum. The great majority, however, are very far from being up-to-date, modern, economical plants. To be on the safe side let the average all round cost of power to Ontario consumers be placed at say, \$35 per horse power per annum.

MAXIMUM COST UNDER PROPERLY MANAGED MUNICIPAL DEVELOPMENT

The Shawinigan Power Company of Quebec, has quite an expensive development. The Montreal Power Company contracted to take its whole output at a uniform rate of \$15 per horse power per annum delivered at Montreal, a distance of 89 miles, which is sufficient to pay interest on bonds and dividend on capital stock. It may be assumed, therefore, that municipal power developed under the most competent supervision and charged with bond interest only at a low rate, may be produced at a maximum cost of \$15 per horse power per annum.

SAVING TO CONSUMERS

Estimating the consumption tentatively at 150,000 horse power and the saving at \$20 per horse power per annum (that is the difference between estimated present average cost of \$35 and estimated maximum cost of \$15) the net annual value to Ontario con-

sumers of power developed and sold at cost is \$3,000,000, which capitalized at 4 per cent. per annum represents a capital value of \$75,000,000. The actual money value to the manufacturers of the Province of their share in this amount is considerably in excess of their arithmetical proportion of it. Cheapening of production means a lowering of selling price. A lowering of selling price means—within certain limits—an increased consumption. An increased consumption represents a stimulus of trade and in consequence a further reduction in cost of production because of increased manufacture and so on. Although a growth of trade cannot always be traced to, or visibly connected with, a reduced cost of production, it nevertheless remains true that under the pressure of competition and far-seeing self-interest, every element of reduced cost tends to, and takes final expression in, a reduced selling price, with the effects aforesaid. This economic law is of course interrupted frequently for temporary periods by the artificial action of combines, trade arrangements, etc., but this fact does not alter the argument. There is also the important collateral effect of the attraction to the Province of manufacturers because of cheap power, bringing in its wake a further development of the country's resources and an increase in domestic trade and exporting enterprise. It is difficult to stop the citation of sequences because each advantage begets another. It may be remarked, however, that the increase of trade and consequent production, and the attraction of manufacturers because of cheap power, will confer great advantages upon the municipalities corporately, by reason of the increased population, increased works necessary for carrying on operations, increased taxable realty and personalty, and in consequence diminished rate of taxation that will ensue.

POSSIBLE COURSE OPEN TO MUNICIPALITIES

1. Independent development at Niagara Falls and elsewhere to suit the needs of municipalities joining for the purpose.

2. Acquisition of some one of the three existing undertakings at Niagara Falls.

3. The purchase for existing corporations of power :

(a) Delivered to consumers.

(b) Delivered at vendors' power house, subject to transmission at cost and risk of municipalities.

4. The acquisition of available power sites—assuming present arrangement under Clause 3 hereof—to hold against future contingencies.

SOME QUESTIONS INVOLVED

- (a) The selection of suitable power sites.
- (b) The ascertaining of costs thereof and procuring of options at ascertained figures.

- (c) The estimating of amount of demand that may be expected.
- (d) The scale, mode and cost of development.
- (e) The mode, limits and cost of transmission.
- (f) The probable cost of expropriation of existing lighting companies holding municipal contracts or franchises.
- (g) The utilization in the consolidated scheme of the plants so expropriated.
- (h) The preparation of a scale of prices adapted to the varying conditions and needs of municipalities and private consumers, including cost of expropriation of existing companies where such is a condition of municipal co-operation.
- (i) The dovetailing into the larger plan of any scheme which any municipality may have already entered into for a similar purpose.
- (j) The consolidation or the separation of different undertakings in order to secure the maximum of justice and economy to each municipality.
- (k) The reduction of the whole question to the simplest possible plan or plans for recommendation to the various municipal interests concerned, including a perfect scheme of financing which shall provide for every charge and the repayment of capital within a legitimate period.

MODE OF DEALING

The consideration of the above and other necessary, but unspecified matters, is a necessary preliminary to united action. Such consideration, however, can only be given to the subject by a committee of experts, whose appointment, therefore, should be agreed upon by all municipalities, even to the smallest whose sole interest might consist in a reduced lighting bill. The saving of such will be approximately in the same proportion as that of other municipalities with much heavier interests. Under Section 2 of the Municipal Power Act such a committee of experts may be appointed by any one or more municipal corporations.

BRITISH COLUMBIA SALMON PACK.

The figures of the Salmon pack of British Columbia for the year 1903 show the smallest grand total since 1892. The total of the whole province including the Fraser River and Northern points is 473,547 cases. In 1892 the pack was only 228,470, but at that time there were only 11 canneries on the Fraser and 16 on the northern waters, while to-day there are 35 canneries on the Fraser and 25 on Northern waters. The largest pack in the interval was in 1901, when over 1,200,000 cases were packed.

THE CLIMATE OF CANADA

By R. F. Stupart, Director Dominion Meteorological Service

(Continued from last issue)

The opening of spring in the Maritime Provinces is usually a little later than in Southern and Western Ontario and the North-West Territories, and somewhat earlier than in the Lower St. Lawrence Valley. On the other hand the summer lingers longer there, especially in the Annapolis Valley. As a rule the summers are not quite so warm as in Western Canada, great heat being seldom experienced except very occasionally in the inland stations of New Brunswick.

The average precipitation of these Provinces is between forty and forty-five inches. Along the southern coast line of Nova Scotia, however is nearly ten inches greater.

A few facts regarding the "Golden" Klondyke may perhaps be acceptable.

A somewhat broken series of observations at Dawson and various other places in the Yukon Territory, between 1895 and 1898, and a continuous series at Dawson during the past three years, afford data for estimating with a fair degree of accuracy its average climatic conditions. The average annual mean temperature is about 22°; the mean of the three summer months is about 57°, July being 61°; and of the three winter months 16° below zero, with January 23° below. Spring may be said to open towards the end of April, the last zero temperature of the winter usually occurring about the 5th of this month. May, with an average temperature of 44°, is by no means an unpleasant month, and the 23rd is the average date of the last frost of spring. Daily observations during five summers, indicate that on the average the temperature rises to 70° or higher on 46 days, and to 80° or higher on 14 days, 90° was recorded in Dawson in June 1899, and 95° in July of the same year. These temperatures, with much bright sunshine and an absence of frost during three months, together with the long days of a latitude within a few degrees of the Arctic Circle, amply account for the success so far achieved by market gardeners near Dawson in growing a large variety of garden produce, including lettuce, radish, cabbage, cauliflower and potatoes, and warrant the belief that the hardier cereals might possibly be a successful crop, both in parts of the Yukon Territory and in the far northern districts of the Mackenzie Basin. August 23rd, would appear to be the average date of the first autumnal frost, the temperature rapidly declining towards the close of this month. Although night frosts are not infrequent in September, the month as a whole is mild, with a mean temperature of 42°. October may be fairly termed a winter month, the mean temperature being but 22.5° and the first zero of the winter recorded on the

average about the 18th. Ice usually begins to run in the Yukon about the second week, but it is not until the end of the month or early in November that the river is frozen fast. The temperature on the average during a winter falls to 20° or more below zero on 72 days, to 40° or more below on 21 days, to 50° or more below on 7 days, and to 60° or lower on 2 days. In January 1896, 65° below was registered at Fort Constantine, and in January 1901, 68° below was recorded at Dawson. These are the lowest records.

Observations of rain and snow have until the close of last summer been very fragmentary, but it is probable that the summer rainfall near Dawson is usually between 7 and 9 inches, and that the total snowfall of autumn and winter is between 50 and 60 inches.

Dawson being situated on the river near high hills or mountains is well protected from winds. A feature of the town and of the neighbouring country is indeed the long periods of calm weather which occur.

The whole of Canada, with the exception of near the Coast of British Columbia, is favored with more sunshine than any portion of Great Britain, Germany, Holland, or Northern France. Nearly all parts of the Dominion have an annual percentage of over 40°, and a summer percentage of between 53 to 59°. Only the more southern parts of England have a normal annual percentage of 36°, and for the summer generally between 35 to 45°, rarely up to 50°. Only southern parts of Europe have more sunshine than Canada.

While it is fairly certain that the general atmospheric circulation and its accompanying phenomena cannot be very greatly affected by change in the features of the landscape such as man may make, yet I think there is a strong probability that deforestation may affect the rainfall to an appreciable extent. It is probable that much of the moisture which falls over Ontario is brought by cyclonic areas from the Gulf of Mexico, and that much of the North-West rainfall comes from the Pacific. Yet there are good reasons for assuming that some of the rain which falls is derived from the evaporation over the country generally. Local showers and thunderstorms in summer occur as a rule in these latitudes within the limits of large shallow cyclonic areas drifting across the continent. Local ascending bodies of comparatively moist air are cooled below the dew point in ascending to higher levels and lessening pressure. It is certain that all the moisture which falls as rain, is taken into the atmosphere by evaporation, and that if no moisture is present, there can be no rain. The moister the air in an ascending current, the sooner will the dew

point be reached, and as the air is on the average moister over forest than over cleared lands, we may certainly expect that more rain will fall over forests than over cleared land. But whether my belief that deforestation does to a small extent lessen rainfall be true or not, it certainly does affect cultivation and commercial enterprise. For when the country is cleared the run off of rainfall will be too rapid for the best results. Afforestation may for many reasons be advantageous, tending to the storing of water and the more steady flow of streams and for shelter as well.

It may seem strange that the question of the affect of deforestation on rainfall has not been definitely settled long ago. The difficulty lies in the fact that most of our records are comparatively short, and we cannot be sure whether variations are entirely due to weather cycles, i. e., cosmic causes, or in part to changes in local conditions. My impression is that in Canada our precipitation is so ample in all the provinces, except portions of the North-West Territories, that the problems to be solved in forestry are more in relation to the storage of water and equalizing the flow of streams than to any attempt, doubtful of success, to increase the quantity.

I would warn against the idea that the climate of any part of our country is changing. Such an idea is probably fallacious. While climates do change, the change is inappreciable in the life time of a man. It is comparable rather with geological change. Without doubt there are marked variations from year to year and also for terms of years, but the average temperature of the coming century will, I feel confident, not differ appreciably from the last. Precisely the same may be said of rainfall. Periods of abundant rain and drought will continue to alternate, arid districts will at times become well watered lands.

I believe the time will come when Hudson's Straits will be regularly navigated, but it will not be until there is a much larger population in our more Northern Territories. The climate of the country bordering the Straits is not desirable, in fact it might almost be described in much stronger terms. The temperature usually touches zero about the middle of October, in December it averages about 13° below, January 23° below, February, 20° below, March 10° below, and even in July the mean is only about 42°. A fair free passage may be expected by August 1st. It is probably November before the ice will form sufficiently to hamper navigation. In the three open months fogs, snowstorms and strong tidal currents will frequently worry the navigator, as well as small icebergs. Hence it will readily be understood that the

navigation of the Straits is not likely to be much sought after by shipmasters. I am not prepared to say that in some seasons suitably equipped vessels may not be able to get into Hudson's Bay early in July, but the ordinary cargo ship would certainly be running great risk were she to try.

As regards steamship routes to Canada a word may be added.

A ship from Liverpool bound to the St. Lawrence via the Straits of Belle Isle will pass through less fog than on any other trans-Atlantic route. The chief advantage the New York route has is that land will probably be made in fine weather, whereas Belle Isle it not unlikely to be enveloped in fog. I fail to see, however, that the route south of Newfoundland has in this respect

any advantage over Belle Isle. I leave the question of ice, however, to the mariner. The St. Lawrence River never becomes blocked with ice near Montreal until the end of November, or more often not until the end of December. Navigation opens the last week in April.

Last autumn I met an agent of a British Steamship Company at Rimouski, who had been sent to Canada to report on our harbors and routes. He informed me that he was amazed to find the St. Lawrence so well lighted and buoyed, and improvement is being rapidly made under able direction. For winter service there are several splendid ports in the Maritime Provinces. For summer service, without doubt, the season of navigation to the St. Lawrence might be

extended at least a month by making some Lower St. Lawrence port, the terminus for passenger traffic, Rimouski, Metis and Gaspé, can each present claims. Ships having landed passengers could then proceed more slowly to Quebec and Montreal.

It is a mistake to regard the Gulf of St. Lawrence as a particularly foggy district. Fog is produced by warm moist air passing over cold water. While such conditions are normal on the northern margin of the Gulf Stream to the south of Nova Scotia and Newfoundland, they are exceptional in the Gulf.

The fogs on our Maritime Coasts are not, so to speak, of home manufacture, they are blown towards the shore by southerly winds coming over the waters of the Gulf Stream to colder waters beyond.

Correspondence



TRADE CONDITIONS IN THE TRANSVAAL

*The Canadian Manufacturers' Association
Toronto, Canada.*

DEAR SIRs,—It is some time since I have written on Transvaal Trade, but trust our manufacturers are not neglecting the same during the present depression, which is only temporary.

The want of labor exists and will continue so long as Exeter Hall rules the Kaffir, the root of the present depression.

A Kaffir will only work so long as it takes him to earn enough oxen to purchase a wife, and if he is thrifty and works a year or two, he is then in a position to buy three or four and live in luxury for the balance of his days, or until his daughters are old enough to sell.

There is a solution to the above, however, which I personally would like to see tried, viz: by raising the Hut tax from 10/- per year to £5, and making the native pay a £50 Government tax for every wife above one. We would then be able to get at least 10 years' work out of him.

The White Labor brought out here as an experiment, having had to be returned to England at the Government's expense as unsuitable for work in this climate, our only relief under the existing laws is to import foreign colored labor, and I predict that inside of six months we will have Chinese, and if so, it behoves the Canadian manufacturer to be fully awake to his opportunities, as the labor question settled, there will be at least 100 new paying Gold Mines opened up, besides the new Diamond Mines, which will require some thousands more skilled laborers and miners. The Coast Ports must also necessarily increase in population to meet the

requirements of their principal industry, i.e., the forwarding of goods to the Rand.

In reference to our steamship service I have had numerous complaints covering Clause on the Bill of Lading "Landing at the expense and risk of the owner." Rates are very misleading to Importers who, having figured cost of materials from Steamship rates supplied, are let in for an extra 3/- per ton on landed cost. Can this not be rectified?

Yours faithfully,

W. TAYLOR

Johannesburg, Dec. 28th, 1903

THE PREFERENTIAL TARIFF

James P. Murray, of Toronto, writes an interesting letter to a Birmingham paper.

THE *Midland Express*, Birmingham, England, publishes the following letter from Mr. James P. Murray of the Toronto Carpet Manufacturing Company:

"Believing in the principle that 'self-preservation is the first law of nature,' I do not think I would let even a loved mother strangle me. On the other hand, I would do a great deal to prevent others from strangling my mother. I would go further. I would give her a more welcome place in my house than I would to strangers, who are not only trying to strangle me, but my mother as well.

"Now, my mother being a healthy, strong party, wealthy and a good manager, having good, strong, hustling sons, we could and should readily agree to guard against all encroachments on our mutual interests.

"Trade, being the foundation of the Empire's success, takes first place as the most important interest, and as collectively the British Empire imports 50 per cent. more than the united importations of the rest of the world, unitedly the Empire is in a position to dictate terms. This can at once be seen as possible by a mutual con-

cession internally among the different parts of the Empire as against aliens, without having the minimum protection of an interest so low that one part of the Empire might injure another.

"There is no necessity to strangle the industries of one part of the Empire, or that one part should allow itself to be strangled to prove fealty to the other. It is also quite justifiable to force an alien to pay tribute over and above the protection one part of the Empire charges another part for the conserving of its interests.

"Universal free trade never was and never will be, because the conditions of the people, the production of raw material, climatic influences, mode of dressing and living, all bear their part in governing the industrial conditions, and as these conditions vary in different countries some measures must be adopted to safeguard special interests.

"If this question had been mooted when Noah started a new condition and free trade had been always insisted upon as the rule between peoples, the theory of free trade might have been proved to be a success in practice, but to insist on universal free trade to-day would create such a convulsion in the industrial fabric of nations that it would be hard to describe. Modern civilization would be beyond accepting it.

"Universal free trade then, being out of consideration, each country will make such arrangements as will conduce to the greatest success of its own trade. The United States, with the highest tariffs in the world, has made the greatest commercial advancement.

"Let the British Empire then be governed by the experience of the United States and keep the British market for the British people. What the United States could accomplish with 60 or 70 million people, the British can far more readily do with over 400 million.

"I am in favor of the British preference and a Customs tariff high enough to give adequate protection to our industries."

The Industries of Canada

THE PIANO AND ORGAN INDUSTRY

A Valuable Department of Canadian Industrial Life—Extensive growth in recent years—Description of the Process of Manufacture.

PART I. INTRODUCTORY

IN THE census returns of the Dominion of Canada for the year 1901, the number of industrial establishments in Canada engaged in the manufacture of musical instruments is placed at 39 and the annual value of their product at \$3,023,730. In addition, there are seven establishments occupied with the manufacture of musical instrument materials, valued at \$356,997. Placing the average number of employees in each of these institutions at 100, it is seen that the industry gives employment directly to nearly 5,000 Canadian citizens.

The principal manufactures included under the head of musical instruments, are pianos, reed and pipe organs. A few Canadian institutions construct all three kinds of instruments, while the majority specialize in either one or other of the three. In nearly every case high grade instruments are produced, the number of cheaply made pianos and organs being comparatively small. This attention to the better class of trade has won for Canadian instruments a well-deserved reputation for excellence in all parts of the world and has given to the names of Canadian manufacturers a world-wide fame.

The present condition of the industry is extremely favorable. The development of the North West has created a steady demand from that quarter and has kept the factories of eastern Canada on the move to produce a sufficient supply. The export trade, especially in reed organs, to the Continent, England, South Africa, Australia and New Zealand has been flourishing in spite of strong competition; and the rapid development of the supply houses in recent years has shut out more and more of the foreign supplies hitherto used. So long as the Western Harvest maintains its supremacy and the immigration of substantial settlers continues the industry seems destined to continue to flourish if adequate protection is assured.

Of the numerous institutions in Canada, engaged in the manufacture of musical instruments, very few indeed were in existence thirty-five years ago. In fact, at that time, Canada was dependent almost entirely on Germany, England and the

United States for its musical merchandise. A few reed-organ factories were being operated, but they were for the most part small and concerned only with supplying local needs.

Between 1865 and 1875 the majority of the present day factories were established. In nearly every case the beginnings were small, both in point of accommodation, equipment, number of hands and output. In the biography of nearly every Canadian piano factory of standing is to be found a chapter in which may be read the tale of the early struggle for existence, for at that time the market was practically controlled by the United States manufacturer.

With the adoption of the Protective Tariff of 1879, a new vitality was instilled into these struggling industries. The overwhelming and crushing pressure of an unequal competition was removed and an opportunity was given the Canadian manufacturer to show what was in him. That he has risen nobly to the occasion and has not only conquered the home market, but has also invaded the foreign market, is a matter for national pride and self-congratulation.

PART II.

IN THE SUPPLY FACTORY

The construction of a modern, high-grade piano is an exceedingly complex piece of work. In the action alone over ten thousand separate and distinct parts are brought together, while a single key, when touched, sets in motion a mechanism consisting of 123 pieces. In addition to these numerous and frequently minute portions of a piano's anatomy, there are the strings, the sounding-board, the framework and the case, each and all a combination of many carefully prepared parts. To the construction of the united whole, must be brought all the skill and ingenuity of the best workmen, so that the result may be worthy of the name and the fame of the builder. This high aim requires the most careful attention to every detail and calls into action the very best that is in each artisan.

The construction of the action demands attention first. This is the vital part of the instrument—the centre about which all the other portions are erected. In the perfec-

tion of the action, much of the success of the completed instrument lies. To be perfect the action must possess two qualities which at first sight appear to be contradictory. It must be at once sensitive and firm. That is, its motion must be perfect under the lightest and under the most vigorous touch. It must not err in being too loose or too firm. The attainment of this perfection has only been secured through years of experience.

Canadian-made actions possess numerous advantages. They are made under the same climatic conditions as exist where the finished pianos are to be used, and consequently are not affected to the same extent as foreign actions. In case of accidents or any mishap, it is also an easy matter to secure duplicate parts at once, without being delayed through the necessity of importing.

Originally the action was a simple see-saw. The key was strung on a pivot and canted against the strings. Then the "escapement" was invented and later the "double-repeating action." This is the action now in use—a wonderful example of the ingenuity of man. It is so responsive to the most rapid fingering that when a key is pressed rapidly in quick succession the hammer goes independently through the entire operation of striking the string and springing back into place with every pressure.

Into the construction of the action many materials enter. The principal component part is wood, of which several different varieties are utilized, including pine, cherry, birch, maple and ebony. Pieces of these are cut and fashioned, planed and bored, to the requisite sizes and shapes by means of automatic machinery of intricate construction. Much of the machinery is of Canadian invention and Canadian manufacture and reflects most creditably on the ingenuity and skill of the Canadian artisan.

For the keys, pieces of pine, cherry or birch are jointed together and planed so as to form a smooth board the length of the scale but with the grain running cross-wise. This board is passed through a series of machines, which mark out the keys on it, bore holes through it at the necessary intervals and glue pieces of felt in the holes to render any motion noiseless. Pieces of

ivory are next glued on and the keys are cut out. The sharps, made of ebony, are mounted in their proper places. To the keys are then joined the numerous pieces of wood, felt and brass which go to make up the action and which terminate in the hammer.

The hammer is the part which strikes the strings and puts them in vibration. Its head is made of wood, to which are fastened two layers of felt, made of wool fibre. The first layer is very hard, in fact, almost as hard as the head of the hammer itself. The outer layer is much softer. The manufacture of the hammer frequently forms an industry by itself.

PART III.

THE SUPPLY TRADE

An important and rapidly developing department of the piano and organ industry in Canada is the supply trade. About twelve or fourteen years ago manufacturers of pianos secured all their actions from foreign markets. A large proportion came from France, some were imported from Germany, and a considerable number from the United States. To-day three quarters of the number of actions required by Canadian piano manufacturers are Canadian-made.

The Germans were the first to give up the attempt to supply the Canadian market. More recently French importations ceased, and slowly but surely United States actions are being superseded. Of the 12,000 pianos built in Canada during 1903, only 2,800 were fitted with United States actions. That this large number still finds a sale in Canada is due to the fact that the reputation of United States actions is high. It is, however, merely a matter of reputation, for Canadian-made actions are, to say the least of it, quite the equals both in quality and finish of the United States article. A few considerations will amply justify the contention.

The lumber used in the construction of piano actions is principally maple, and it is beyond denial that the hard maple which grows in the forests of Canada, is the best in the world. Moreover, the Canadian manufacturer is provided with all the facilities for the proper handling, seasoning and making-up of this material, so that in this department he cannot be surpassed by any foreign manufacturer.

He is likewise in quite as good, if not a better position, to purchase the other materials necessary in his business, as his United States competitor. These materials, such as the bushing cloth and wire, come principally from Germany.

A third consideration relates to labor. The Canadian mechanic is splendidly qualified for his work. He sticks to his position better and on the whole possesses more substantial qualities than the average

United States mechanic. For these reasons he is much sought after by United States manufacturers—an unmistakable testimony to his superiority and worth.

As a consequence the only obstacle Canadian manufacturers of piano and organ supplies have to battle against is the reputation of the United States goods. The Canadian public are slowly realizing that in many departments of industry, goods manufactured in Canada are just as good, and in some cases superior to those that are imported.

In patronizing the Canadian manufacturer, the consumer is not only doing the patriotic thing but he is actually building up his own country. Every cent that is invested in a Canadian product is money saved to Canada. It goes to support existing industries and to build up new ones. If invested in a United States product on the

department with which every piano-factory is equipped. Here it is thoroughly dried so that there may be no further danger of its warping or cracking.

The lumber is then passed into the machine room where it is cut up into lengths, planed, and made ready for the different parts for which each piece is intended. Next, it is handed on to the jointing room, where the necessary pieces are fitted together. The parts to be veneered are next sent to the veneer room. Here the veneer is matched, joined and glued to the requisite parts. Being returned to the case department, each piece is subjected to a thorough sand-papering and cleaning, preparatory to being stained and varnished.

While this process is being carried on with the exterior wood-work or case, the back or foundation of the piano is being constructed in another department. On this



MACHINE ROOM IN A PIANO FACTORY

other hand it is merely so much money thrown away, for the investment is unproductive of any good to Canadian industries.

PART IV

MAKING A PIANO

The average Canadian piano factory is an institution characterized by substantiality and worth. It is the centre from whence issues one of the most refining and civilizing products of modern industry. The workmen who daily labor in its workshops are, as a rule, thrifty, contented and intellectual, the character of their work demanding such qualities. The buildings, surrounded by their valuable lumber yards, are of brick, solid in appearance, and well fitted for the purpose for which they were erected.

Thousands of dollars worth of valuable lumber stands drying in the yards of each factory. After a period, approximating to three years, the wood is considered ready for use, and it is passed into the dry-kiln, a

back are eventually to be strung the strings, and, as there is necessarily a great strain over them, the back must be extremely strong and stiff. It is constructed of heavy cross-grained posts, forming a solid frame work.

Across the upper part of the frame is firmly fastened the "wrest plank," made of several layers of rock maple. Next comes the "sounding-board," which forms one of the vital parts of the piano, and is composed of narrow, quarter-cut, spruce boards, glued edge to edge and held together by ribs fastened across the back. To it the two sections of the bridge are attached. Fastened to the edges of the frame and extending over the "wrest-plank" and the "sounding-board" is a metal frame, intended to give general support and strength to the back.

The strings are stretched across the back and over the bridge. They are fastened by hitch pins at one end, by two pins, one

acting up, the other down, at the bridge and by a tuning pin at the other end. The strings are made of steel wire, with a total strain of twenty tons, ranging from about 200 pounds for the finer strings to 600 pounds for the coarser. Some are wound with iron or copper wire, in order to weight them and thereby lower the tone, so that space may be saved.

The gables or sides of the piano are now glued to the back. The keys and action are put into position and adjusted, so that the touch may be perfect. The instrument is then tuned several times, the final tuning being carried out by an expert tuner. Then follows the tone regulating, the fly finishing and the final polishing and rubbing of the case.

In three Canadian piano factories, the manufacture of automatic piano players has been taken up with great success and an

same fashion as the piano keys, though they are scarcely ever made of as expensive materials. Bass wood or birch is used for the key board and celluloid for the covering. The reeds are fashioned out of brass by means of automatic machinery, and are fitted into reed boards made of pine.

At the organ factory these parts are fitted into the organ case just as the action is fitted into the piano case at the piano factory. There is first of all the "breaking-out" in the basement of the factory for case construction; then the various portions are assembled in the case room and fitted together. The case is passed on to the action department where the internal portions are fitted into place. (The principle on which the reed organ works is one of suction. The pressure on the key opens a valve and air is drawn through the reed, which corresponds to the key. The reed



BELLING ROOM

export trade to England in these instruments is being built up. The construction of the piano player requires expert knowledge and the finished product is of considerable value. The principle on which the instrument works bears considerable resemblance to that of the reed organ. A roll of specially prepared paper, containing perforations at the requisite points, passes over a device in which are holes connecting with rubber tubes. When a perforation passes over a hole air is sucked through and this releases a mechanism which strikes the key of the piano corresponding to the hole. The results obtainable are very wonderful.

PART V

MAKING AN ORGAN

The construction of a reed organ offers many parallels to that of a piano. First there is the manufacture of the keys, the reeds and the reed boards in the supply houses. The keys are constructed after the

emits the sound.) From the action department the organ passes on to the tuning and regulating rooms and from thence to the finishing rooms.

The number of reed organs made in Canada is very large and no nation on earth is so well fitted to manufacture them as the Canadian nation. Thanks to the plentitude and value of the forest wealth of the country, the cost of construction can be reduced to the minimum.

In addition to reed organs, a great many pipe organs and church organs are built in Canada, and instances may be cited where Canadian organ builders have erected organs in important churches in the United States. These organs are all put together and erected in the factories, preparatory to being shipped in sections to their destinations. The building of church organs is one of the oldest industries in the country antedating both the manufacture of the reed organ and the piano.

PART VI.

THE EXPORT TRADE

The export trade of Canada in the matter of organs and pianos is one in which Canadians may well take pride. During the past year, Canadian-made organs were shipped to the East Indies and to the West Indies, to New Zealand and to Australia, to Scandinavia and to Russia, to Turkey and Italy, to South America and to South Africa, not to speak of Great Britain and the United States. Everywhere the Canadian organs were received with satisfaction.

During the past ten years the exportation of organs has increased by sixty-five per cent. In 1893 the total stood at 3,809. In 1903 it increased to 6,290, representing a value of \$348,161. Of this total 4,823 were sent to Great Britain, 387 to Germany, 337 to British Africa, 186 to Australia, 159 to New Zealand, 107 to the United States, 87 to Russia, 79 to Belgium and 76 to Holland.

The exportation of pianos, while comparatively much smaller, exhibits an even greater increase. In 1893, only 135 pianos were sent out of Canada. In 1903 the total amounted to 367, or an increase in the decade of one hundred and seventy-two per cent. These pianos were shipped principally to Great Britain, Australia and the United States, the demand in the two former countries exhibiting a substantial increase, while the demand in the latter remained practically stationary.

Piano and organ manufacturers in Canada are among the most active and progressive business men in the country. While competition among them is extremely keen, they are yet quite alive to the necessity of keeping up the standard of excellence and working together amicably to preserve their field. Enterprise of a meritorious nature is annually shown in the extensive and valuable displays of their instruments, which are to be seen not only at Canadian exhibitions but at foreign ones as well. The exhibit of pianos at the recent Dominion Exhibition at Toronto was most lavish. Practically the whole circumference of the Manufacturers Building was occupied by the piano men, and every manufactory in Canada of any magnitude was represented there. Several Canadian manufacturers have in addition exhibited at foreign exhibitions with gratifying results. Medals and diplomas have in nearly every case been awarded, so that Canadian instruments have secured a fame not only on the continent and in Britain, but in the United States as well.

PART VII.

NEEDS OF THE SITUATION

It is quite natural that the exportation of Canadian pianos and organs to the United States should be small. A tariff of forty-five per cent. successfully excludes all foreign makes from that market. On the other hand, Canada purchases from the United

States more than four times as many pianos and over three times as many organs as she sells to the United States, for the simple reason that her tariff of thirty per cent. renders the importation of United States instruments quite an easy process.

At present, United States manufacturers are not making full use of their opportunities for exploiting this market, because home demands have hitherto kept them busy. The long series of prosperous years (which are apparently about to terminate) have occasioned a greatly increased consumption of musical instruments, especially among the laboring classes. The latter, on account of increased wages, have been enabled to indulge themselves in this direction, with the result that organ and piano manufacturers have been taxed to their utmost capacity to keep in touch with the home demand alone. That this favorable condition of affairs cannot last much longer is a foregone conclusion and that the depression will affect the United States before it affects Canada is fairly certain. For a few years, at least, Canada will have a safety-valve in her growing West.

The immediate result of the depression in the United States will be to diminish the demand for luxuries, and the manufacturers of expensive luxuries like pianos and organs will feel the stringency first of all. The hitherto neglected markets of Canada will then offer a very tempting field for exploitation. Presumably there will still be a considerable demand for musical instruments both in the East and West and the United States manufacturer will find it an easy matter to get his goods over the line. Especially will this be the case with the cheaper grades of instruments, which can be produced at a remarkably low price.

This prospect before the piano and organ trade in Canada is by no means an imaginary one. It is the logical outcome of a rapidly approaching crisis and the sooner its importance is realized by the Canadian public and the Canadian government, the better. The utter inadequacy of the Canadian thirty per cent. tariff would be much more in evidence to-day were it not as already explained, that the United States manufacturer had his hands full supplying home requirements.

The stability of the labor market likewise demands a revision of the tariff in this particular item. In order to retain their labor, manufacturers have again and again had to raise wages until to-day in some departments of work, an increase of forty-five per cent. has been necessary within a period of but a few years. So long as workmen can secure higher wages elsewhere, they are scarcely likely to remain in their old positions. The manufacturers of Canada have reached the limit in wage payment and must receive more protection, if they are to continue the struggle.

Material has also advanced in price enormously. Within the past year and a half, white wood has gone up from \$35 to \$60 per thousand. Oak of good quality has advanced in price from \$54 to \$80. Shellac, which could be purchased at 16c. per lb., is now listed at 55c. The same is true more or less of nearly every material that enters into the construction of a piano, and yet the price of the goods has not so far been advanced.

PART VIII.

THE MANUFACTURERS

The manufacture of pianos in Canada is centred in Toronto, though several factories are located in other portions of Ontario and in Montreal. At least five important factories are operated in Toronto City and two in Toronto Junction. These are the factories of Gerhard Heintzman, the Mason & Risch Piano Co., the Mendelssohn Piano

splendid large factory is operated at Toronto Junction.

The Mendelssohn Piano Co. was established in 1886, in a factory situate on Adelaide street, Toronto. Mr. H. Durke is the sole proprietor and manager of the business.

The Newcombe Piano Co. was established about 1871 by Octavius Newcombe. For several years the business was carried on under the name of the Octavius Newcombe Co. Then, owing to great growth, the Newcombe Piano Co. was formed, and a large new factory erected.

The Palmer Piano Co. is a recently established firm with a large plant. Mr. W. T. Giles, formerly of the Newcombe Co., is President and General Manager.

At Oshawa is located the factory of the Williams Piano Co., a firm which was established in 1849 under the name of R. S.



FLY-FINISHING

Co., the Newcombe Piano Co. and the Palmer Piano Co. in Toronto and of Heintzman & Co. and the Nordheimer Piano Co. at Toronto Junction.

The firm of Heintzman & Co. of Toronto was established in 1850 by the late T. A. Heintzman, who died in 1899. Three sons now control the business, which has grown to be one of the most important in Canada. The factories of the Company are located at Toronto Junction.

The Gerhard Heintzman Co. have a large factory with a capacity of 1200 instruments per annum. The business was established in 1870 by Mr. Gerhard Heintzman, a nephew of Mr. T. A. Heintzman.

The Mason & Risch Piano Co. is another old-established institution, having been founded in 1871 by Messrs. T. G. Mason and V. M. Risch.

The Nordheimer Piano Co. is another of the pioneers in the piano industry. A

Williams & Son. The factory has a capacity of 2,000 instruments a year.

At Peterboro, the Martin and Stanley Piano Co. have their factory established. This company was founded in 1897 by Mr. Charles Stanley as the Stanley Piano Co.

The Morris-Feild-Rogers Company manufacture pianos at Listowel. This firm originated in July, 1892, when several prominent business men of Listowel bought up the stock and business of the Brantford Piano Co. The company does business also in piano case work, and carries on a foreign trade in piano key-board blanks.

The Evans Bros. Piano and Mfg. Co., Ltd., at Ingersoll, Ont., was originally a London concern and was established in that city in 1872 under the name of E. B. Litler. In 1887 the town of Ingersoll offered the firm inducements to locate there and the Company removed to that town. In 1894 Mr. Watterworth bought up the stock of the



VARNISH-ROOM

Company and secured complete control. About 50 hands are employed and the output is in the neighborhood of 400 pianos per annum.

The reed-organ industry is for the most part centred in Western Ontario, where it is frequently found combined with the piano industry. The Bell Organ & Piano Co. at Guelph, The D. W. Karn Co. and the Thomas Organ and Piano Co. at Woodstock, and the Berlin Piano and Organ Co. at Berlin, are representative firms. East of Toronto is the Dominion Organ and Piano Co. at Bowmanville.

The Bell Organ and Piano Co. at Guelph is one of the oldest piano and organ manufacturing in Canada, having been established in 1864 by Robert Bell. In 1889 the Company was incorporated. The factory has now a capacity of about 600 organs and 200 pianos per month.

The Thomas Organ and Piano Co., at Woodstock, one of the oldest firms in the business, had its origin in Hamilton in the year 1832, when Mr. Thomas commenced the manufacture of musical instruments. He was later on joined by his sons, and the business steadily grew. About 1876 Mr. E. G. Thomas, one of the sons, went to Woodstock and opened a small factory for the manufacture of pianos and organs. Large additions were made to the factory in 1902, and the firm now turns out a complete line of reed organs, single and double manual, 5 and 6 octave in modern cases, piano and organ stools, piano chairs, and piano benches.

The business of which D. W. Karn is now the head at Woodstock had its origin about the year 1865, having been founded by Mr. J. M. Miller. Mr. Karn went into partnership with him in 1868, and in 1871 purchased the business outright. Originally only reed organs were manufactured, subsequently the

manufacture of pianos, pipe organs and piano players has been added.

The Berlin Piano and Organ Co. manufacture principally pianos. Their plant has a capacity of seven hundred pianos a year.

The Dominion Organ and Piano Co.'s factory at Bowmanville was established in 1870 by local capitalists. For some time the industry was small, the output amounting to only two or three organs a day. To-day ten organs and four pianos a day is the output. The export trade has been carefully developed and now has reached considerable dimensions.

There are a few factories which engage in the manufacture of organs alone. These are the Goderich Organ Co., W. Doherty & Co., Clinton and the Sherlock, Manning Organ Co., London.

The Goderich Organ Co. make numerous styles of organs for export and home trade

and also engage in the manufacture of piano stools.

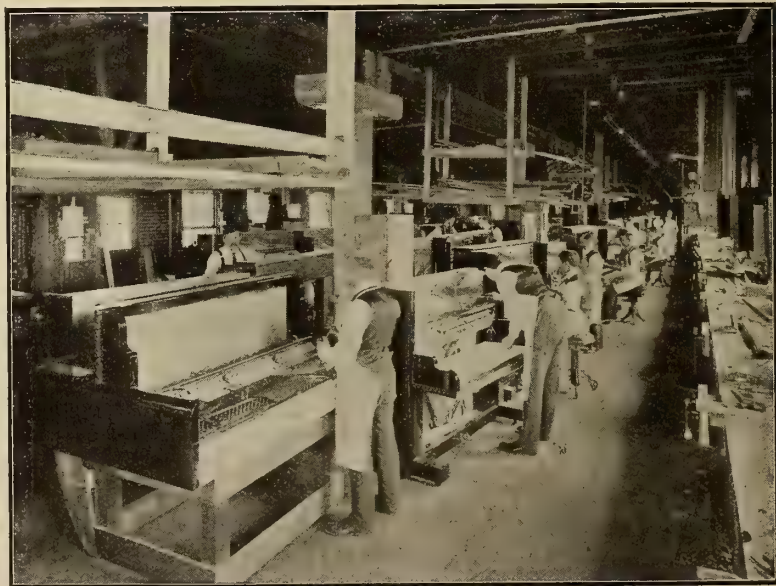
The firm of W. Doherty & Co., at Clinton, started to make organs in the year 1875, with Mr. W. Doherty as sole proprietor. About a dozen organs were made the first year and sold at retail prices. In 1876 the first Doherty factory was built and a couple of hundred organs were turned out. With the increase of the tariff in 1879 this factory, in company with all other Canadian factories, began to develop more rapidly, and in that year 1,200 organs were disposed of. The export trade was started in 1881 in Great Britain. In 1898 the whole establishment was destroyed by fire, but the factory was soon rebuilt and business resumed. About 200 hands are now employed.

Pipe organs are manufactured by the Casavant Bros., St. Hyacinthe, the Compensating Pipe Organ Co., Toronto, the Dominion Organ & Piano Co., Bowmanville, the Goderich Organ Co., Goderich, D. W. Karn Co., Ltd., Woodstock and Breckels & Matthews, Toronto. The firm of Casavant Bros. was established in 1879 by Messrs. J. C. and Samuel Casavant, who still conduct the business.

The most recent firm to engage in the manufacture of organs in Canada is the Sherlock, Manning Organ Co. of London, Ont. This firm commenced the manufacture of reed organs in February, 1903, with W. N. Manning and J. F. Sherlock as partners and founders. About 50 or 60 hands are employed and the output is in the neighborhood of 100 organs a month. The firm is as yet supplying only the home market.

Several firms are engaged in the supply trade. Notable among these are the Newell & Higel Co., Toronto, A. A. Barthelmes & Co., Toronto, D. M. Best & Co., W. Bohne & Co. and A. E. Coates & Co., Toronto.

Piano actions are manufactured by the Newell & Higel Co. and A. A. Barthelmes



ACTION FINISHING

& Co. The former firm is a combination of two firms; that of Augustus Newell Co. and the Otto Higel Co. The Newell Co. was established many years ago for the purpose of manufacturing organ supplies and the Higel Co. came into existence about twelve years ago for the purpose of manufacturing piano supplies. The Newell & Higel Co. manufacture both kinds of goods. This is the firm which offers \$5,000 to any person who can prove that their actions can be excelled.

UNDER THE DINGLEY TARIFF

Wonderful Increase in the Favorable Balance of Trade Resulting From Protection

In a statement from Washington occurs the startling assertion that since the Dingley bill became a law the excess of exports over imports has reached more than \$3,513,000,000. Now, leaving out all theoretical discussion of Tariffs, and of the various measures that are devised from time to time to adjust the Tariffs, the plain fact is that under the Dingley Tariff the United States has been able to ease itself of European obligations to the extent of over three and a half billions of dollars or to put a portion of that obligation on the Old World. This country has taken care of its own needs without asking for help from the Old World, and in addition has extended its exports above its own needs. It is true that we might have flourished had we encouraged an importation of foreign products to make the exchange equal, but in that case we should have been just so many billions worse off, for every added dollar of imports would either require a future payment on the part of this country, or would apply against something that this country has already taken up from such indebtedness as stood against us.

Under the Dingley law this remarkable showing has been possible in half a dozen years, which is more than was done in a century of commerce immediately preceding the enactment of that law. The Dingley law might be upheld by an argument on these lines, but such a thing is superfluous. The mere citation of the facts is all that can be required.—*Pittsburgh Times*.

SUBSIDIES FOR SHIPPING

Since 1842 Great Britain has been subsidizing its fastest vessels. A fair average for the yearly payments would, according to Henniker Heaton, be \$5,000,000 a year, or \$300,000,000 in all. The total investment is apparently being returned to England one and a half times each year. Mr. Felix Schuster, President of the Union Bank and Vice-President of the Institute of Bankers in London, has an article, "Foreign Trade and the Money Market," in the January "Monthly Review." In this he says: I hope I have proved that we are the financial

centre of the world because we are the centre of its commerce." One collateral value of the centering of commerce he shows by a quotation from a Blue Book: "It makes up this amount [the balance to offset the excess of imports] by an estimated earning power of our carrying trade at ninety millions, etc.—*American Economist*.

UNIVERSAL PROTECTION AT HAND

The *Springfield Republican* is not as its name suggests a supporter of the Republican party. It has long been one of the most vigorous opponents of the protection policy of the Republicans. A few years ago it believed that the whole world would soon adopt free trade, but although still opposed to protection it has reluctantly come to the conclusion that protection principles are likely to triumph throughout the civilized world. The *American Economist* referring to the statement of *The Republican*, says: "In view of the probable outcome of Joseph Chamberlain's crusade in Great Britain, the *Springfield Republican* inclines to the belief that

Protection rather than Free-Trade is to be the final policy of nations, and high Tariff is to be clung to in perpetuity.

"Thirty years ago Garfield proclaimed himself "for that Protection which leads to Free-Trade." This was a visionary concept which could only be realized by the universal equalizing of conditions such as wage rates, standards of living, cost of production, etc.; a state of equality as nearly impossible as that there should be two hills without a valley between; in short, the millennium. Outliving Garfield by twenty-three years, the *Republican* is enabled to see that universal Free-Trade cannot be and that universal Protection can be and is near at hand.

"But now comes a new cause of worry. Your Free-Trader is never happy unless he can find some cause for worry. Thus the *Republican*:

But when all engage with equal zeal in preventing each from becoming a dumping place for the surplus production of the others, who is to be a net gainer from the policy of Tariff and whence is to come its advantage? Obviously loss balances gain all around, and the policy has nothing to show for itself in the case of any nation. In passing upon the new ground of justification, it seems to pass into a more uncertain and temporary stage of life than ever. It is reduced to a mere retaliatory process growing out of conditions of general overproduction which cannot possibly endure forever.

"The solution of this problem would seem, from the Protectionist standpoint, to be neither so difficult nor so complicated as to exclude all hope of happiness on earth. In a condition of universal Protection each nation will do precisely what it ought to do—that is, do its own work and supply its own wants so far as is practicable and

advantageous—and will buy from other nations the things which it cannot itself profitably produce. Each nation will regulate production according to its own power of consumption, and there will be no "dumping of surplus" so far as competitive products are concerned.

"It is toward this ideal state of things that the world is moving rapidly, so rapidly as to wring from the Free-Trade "Republican" the reluctant admission that the world is pretty certain to get there. Of all the countries of the world the United States of America has had most to do in bringing about such a consummation, for it is in the United States that Protection has been most persistent, most active and most successful. True it is, also, that among all the nations the United States has least to dread and most to gain through universal Protection."

"MADE IN CANADA" EXHIBITION AT VICTORIA, B.C.

The Kings' Daughters of Victoria, B.C. are making elaborate preparations to hold a "Made in Canada" Exhibition in that city in the month of May next. The exhibition will be conducted on similar lines to that managed by the Hamilton Chapter of Imperial Order Daughters of the Empire, and held in their city last September. The Victoria Chapter write, stating that the Canadian West suffers from the slaughter of cheap and trashy United States goods in that market, and that the Canadian manufacturers are not known as they ought to be in that part of our own country. An endeavor will be made to present to the people of the West a valuable object lesson in the resources and industrial development of Canada, and to increase the growth of a strong national sentiment in the mining provinces. No doubt many of the manufacturers of Canada will take advantage of this opportunity, and we wish the Chapter every success in its endeavors.

THE ASSOCIATION LIBRARY

The Association has been favored by the Honorable Geo. W. Ross with a copy of the address delivered by him at the 49th Convocation of the University of Chicago, entitled "The Political Cleavage of North America."

Weiler Bros., of Victoria, B.C., have issued an illustrated catalogue of furniture and household requisites, which, in point of size and general makeup, is one of the most noteworthy that we have ever seen. Illustrations are given of the various buildings which comprise the Weiler establishment, and which give some idea of the development of this Western firm. The contents of the catalogue relate chiefly to furniture, though considerable space is given to household goods.

Transportation Department

PACIFIC COAST RATES

*From Canadian as compared with United States points—
Does the Canadian manufacturer know he is handicapped to the extent of as much as 20 cts. per hundred pounds*

SOME reference has been made by the daily press to the proposed advance in freight rates from Montreal, Toronto, etc., to Vancouver, New Westminster, Victoria, etc.

The railway companies, without going into figures, explain that any contemplated change in our Canadian rates is simply the result of, and naturally follows upon, similar changes in the rates in United States territory. The advanced rates in United States territory took effect on January 18th, but the date upon which the Canadian rates are to become effective (subject to the approval of the Canadian Railway Commission) is February 15th.

Below is a statement of the present and proposed rates from Montreal, Toronto and common points on some of the several hundred commodities affected by the impending changes. Set against these rates, are the rates from New York, etc., all to Vancouver, New Westminster, Victoria, etc.

It cannot be held that the new rates are in themselves exorbitant, nor are they high compared with other Canadian rates for equal mileage. There are, however, no other Canadian rates with which these rates can properly be compared. The comparison must be with the rates granted by the United States railways for the corresponding service in the territories which they serve and with rates from Eastern United States manufacturing and shipping points (Boston, New York, Pittsburg; Buffalo, etc.) to the same Canadian points on the Pacific Coast (Vancouver, Victoria, etc.)

It will be observed by comparing, in the herein-given statement, the rates to Vancouver, Victoria, etc., from Eastern manufacturing points in Canada and the United States that the United States manufacturer has an advantage in rates, ranging, generally speaking, from 20 cents per 100 lbs. to 8 cents per 100 lbs., according to the classification of the commodity in the Canadian Freight Classification. This, one will realize, is a substantial advantage, which even the Canadian customs tariff must sometimes fail to offset.

If the Canadian Pacific were not actually contracting, through its agents in Boston, New York, Philadelphia, etc., freight for Vancouver, etc., on the lowest rate basis in

force from these cities, it would be necessary to ask if the service from Montreal, etc., were a more expensive one than that of the United States roads from the Atlantic seacoast and interior cities. Seeing that the Canadian company does strongly compete for business from the eastern and central

United States on the lower basis to Vancouver; seeing that it does actually carry this freight from its junction point at the lower rate, still further reduced by the proportion of its connections, and that it even goes further than this and contracts Seattle and San Francisco business on a lower basis even than the Vancouver one (5 cents per 100 lbs. lower on all freight), and has to pay out on Seattle and San Francisco business, in addition to the proportion of the originating railways the proportion due to the terminal railway or steamship connections; it cannot be held (in spite of the difference in

COMPARISON OF PRESENT AND PROPOSED RATES FROM MONTREAL, TORONTO AND COMMON POINTS (T.C.F.B. TARIFF 5C. EFFECTIVE FEBRUARY 15TH) AND RATES FROM BOSTON, NEW YORK, BUFFALO, ETC., AND COMMON POINTS (T.C.B.F. TARIFF 4C., EFFECTIVE JANUARY 18TH) TO VANCOUVER, VICTORIA, ETC., B.C.

| | Montreal
Toronto | | Boston
New York
Baltimore | | Buffalo
Pittsburg | | Chicago | |
|-------------------------------------|---------------------|------|---------------------------------|------|----------------------|------|---------|------|
| | Present
l.c.l. | c.l. | Proposed
l.c.l. | c.l. | l.c.l. | c.l. | l.c.l. | c.l. |
| Agricultural Implements, etc. | 128 | 138 | 130 | 130 | 130 | 130 | 130 | 130 |
| Hand Implements, etc. | 163 | 130 | 180 | 130 | 180 | 130 | 180 | 130 |
| Bags and Bagging | 120 | 90 | 130 | 90 | 130 | 90 | 130 | 90 |
| Bath Tubs, etc. | 153 | 168 | 155 | 155 | 155 | 155 | 155 | 155 |
| Glass Bottles, etc. | 90 | 125 | 115 | 115 | 115 | 115 | 115 | 115 |
| Burial Cases, etc. | 175 | 128 | 255 | 180 | 255 | 180 | 255 | 180 |
| Drugs, etc. | 195 | 145 | 195 | 145 | 195 | 145 | 195 | 145 |
| Dynamos, etc. | 143 | 158 | 145 | 145 | 145 | 145 | 145 | 145 |
| Arc Lamps, etc. | 168 | 193 | 180 | 180 | 180 | 180 | 180 | 180 |
| Rubber Hose | 173 | 128 | 165 | 125 | 165 | 125 | 165 | 125 |
| | 188 | 128 | 180 | 125 | 180 | 125 | 180 | 125 |
| Bar Iron, etc. | 75 | 80 | 80 | 80 | 80 | 80 | 80 | 80 |
| Boiler Plate, No. 12 to 16 | 90 | 95 | 85 | 85 | 85 | 85 | 85 | 85 |
| Range Boilers | 140 | 150 | 140 | 140 | 140 | 140 | 140 | 140 |
| Steam Boilers | 138 | 153 | 145 | 145 | 145 | 145 | 145 | 145 |
| Bolts, Nuts, etc. | 128 | 90 | 125 | 85 | 125 | 85 | 125 | 85 |
| Safes 5,000 and less | 200 | 168 | 205 | 180 | 205 | 180 | 205 | 180 |
| " 5,000 to 10,000 | 205 | 168 | 240 | 193 | 225 | 180 | 225 | 180 |
| " over 10,000 | 233 | 168 | 265 | 180 | 265 | 180 | 265 | 180 |
| Vault work | 223 | 188 | 225 | 190 | 225 | 190 | 225 | 190 |
| Lawn Mowers | 163 | 128 | 180 | 130 | 180 | 130 | 180 | 130 |
| Leather, Splits, Harness, etc. | 125 | 135 | 120 | 120 | 120 | 120 | 120 | 120 |
| Leather Patent, etc. | 163 | 173 | 155 | 155 | 155 | 155 | 155 | 155 |
| Machinery | 138 | 153 | 145 | 145 | 145 | 145 | 145 | 145 |
| Pianos and Organs | 218 | 243 | 225 | 225 | 225 | 225 | 225 | 225 |
| Nails and Wire | 75 | 80 | 85 | 85 | 85 | 85 | 85 | 85 |
| Yeast Cakes | 170 | 195 | 180 | 180 | 180 | 180 | 180 | 180 |
| Oil Well Supplies | 138 | 153 | 145 | 145 | 145 | 145 | 145 | 145 |
| Packing Rubber, etc. | 173 | 188 | 170 | 170 | 170 | 170 | 170 | 170 |
| Paper, Building, etc. | 118 | 90 | 115 | 80 | 115 | 80 | 115 | 80 |
| Rubber Boots and Shoes | 210 | 145 | 190 | 140 | 190 | 140 | 190 | 140 |
| Rubber Clothing | 225 | 175 | 225 | 165 | 225 | 165 | 225 | 165 |
| Saws, N.O.S. | 173 | 198 | 180 | 180 | 180 | 180 | 180 | 180 |
| Scales, etc. | 148 | 115 | 165 | 115 | 165 | 115 | 165 | 115 |
| Sewing Machines | 143 | 158 | 145 | 145 | 145 | 145 | 145 | 145 |
| Stamped Ware | 170 | 115 | 165 | 115 | 165 | 115 | 165 | 115 |
| Stoves, Cooking, Heating, etc. | 130 | 140 | 140 | 140 | 140 | 140 | 140 | 140 |
| Stoves, Sheet Iron, Air Tight, etc. | 150 | 160 | 150 | 150 | 150 | 150 | 150 | 150 |
| Furnaces, Radiators, etc. | 145 | 155 | 145 | 145 | 145 | 145 | 145 | 145 |
| Syrup | 130 | 140 | 130 | 130 | 130 | 130 | 130 | 130 |
| Tacks | 153 | 100 | 145 | 95 | 145 | 95 | 145 | 95 |
| Trunks | 220 | 240 | 225 | 225 | 225 | 225 | 225 | 225 |
| Waggons, Farm, etc. | 128 | 138 | 130 | 130 | 130 | 130 | 130 | 130 |
| Waggons, Spring, etc. | 163 | 173 | 165 | 165 | 165 | 165 | 165 | 165 |
| Windmills, etc. | 128 | 138 | 130 | 130 | 130 | 130 | 130 | 130 |
| Woodenware, Bowls, Trays, etc. | 173 | 198 | 180 | 180 | 180 | 180 | 180 | 180 |
| Knife Boards, etc. | 205 | 215 | 195 | 195 | 195 | 195 | 195 | 195 |
| Clothes Horses, etc. | 225 | 225 | 205 | 205 | 205 | 205 | 205 | 205 |
| All kinds Woodenware | 143 | 153 | 140 | 140 | 140 | 140 | 140 | 140 |

Rates are in cents per 100 lbs. L. C. L. means less than carloads. C. L. means carloads.

the density of tonnage and population in the districts through which the Canadian and United States roads operate) that these differences in favor of the United States manufacturer are warranted or reasonable. They constitute, therefore, a discrimination against the Canadian manufacturer and shipper. The only conceivable explanation of the discrimination is the Canadian Customs tariff, which would somewhat offset these rate differences.

It can be conceived that cases may arise where the railways, on account of the necessity of making low rates against foreign competition by water to Vancouver or Victoria, might justly claim the right to share with the shipper or consignee the benefit of Canadian customs' tariff, but it will be agreed that the customs' tariff was not designed to enable the carriers to exact higher rates on traffic from Eastern Canada to Vancouver, etc. It will be safe to go farther and state that if there were no customs' tariff and goods could be shipped from New York, etc., to Vancouver and Victoria as freely as they can be shipped from Montreal to Vancouver it would be impossible for the railways to maintain this difference against the Eastern Canada manufacturing points.

One result of the present policy with respect to these rates to Vancouver, etc., is that the Great Northern and Northern Pacific are able to earn, and do earn, on precisely the same kind and quantity of freight, handled in every respect under precisely similar circumstances and conditions, a greater revenue when originating

in Eastern Canada than when originating at corresponding Eastern United States points, and this is entirely for the reason that the rates from Montreal, Toronto, etc., are maintained on the higher basis.

The Canadian Pacific Railway enjoys this advantage over its United States competitors, that it owns one whole line connecting the principal Eastern Canada shipping points and Western Canada points of consumption, so that the revenues derived from this long haul business all go into one treasury; while its competitors for this freight (the Northern Pacific and Great Northern Railways) only take hold at St. Paul, Minn., of the traffic contracted by their agents in Eastern Canada.

In addition to this the Canadian company have received many substantial considerations from the Canadian people, and still receive by far the largest share of this long distance traffic, and the Canadian people will feel that they are entitled in return to a liberal treatment.

The rate from Eastern Canada should be on the same footing to Vancouver and other Canadian points on the Pacific coast as the rate from the Eastern United States to Seattle, Tacoma, etc., that is, the rate from Montreal, Sherbrooke and common points to Vancouver, etc., should be the same as the rate from Boston, New York, and common points to Seattle, etc., and the rate from Toronto and common points to Vancouver, etc., the same as the rate from Buffalo and common points to Seattle, etc.

The rate question will also include the making of reasonable through rates as between connecting carriers, thus doing away with the basis of such rates as is largely in vogue to-day, namely the sum of the local rates of the individual carriers involved. This plan of through rates has constituted a real grievance, in that it has unnecessarily hampered commercial enterprise by confining to a large extent to the territory of the road upon which he happens to be located, the operations of manufacturers at non-competitive points. It may be said that this grievance does not apply to traffic from Eastern Canada to points in the western provinces. It is applicable, however, to intra-provincial business, that is, to freight interchanged by competing lines between non-competitive points in the provinces. In Ontario there is very little interchange of the products of the factories, farms, etc. between the local, non-competitive points of the two great trunk lines, principally because of the hampering influence of exorbitant rates.

Car supply will also be a live question. With little intermission there has been a condition of car shortage for some years and the Commission will doubtless be asked to make such regulations as will remove this grievance or at least minimize it. Car supply as between railways should be regulated. The commission should lay down rules for the transportation companies to regulate the supplying of cars for carload traffic handled between two or more railways.

Demurrage is another important matter. It is made more important and exasperating from its one-sidedness. As a penalty (outside of the amount involved) the average shipper objects to it. At present, the railway may take a long time to supply cars, may take an unreasonable time in transit (often between near-by points) and finally may delay the placing of the cars at destination, if a large centre. These conditions all operate to the disadvantage and harassment, if not to the actual loss of the shipper. They also act in some cases as an important restraint upon the free movement of commerce. This constitutes a grievance, and when it is considered that the community depend upon the railways (they were built and subsidized for the purpose) to foster a free and prompt movement of trade, the shortage of cars and delay to freight is a serious wrong against the public. No penalty has been provided for these troubles because the railways have been the legislators.

On the other hand and rightly so, the party who delays cars in loading or unloading is fined by the railway company, notwithstanding that the supply for loading, the transit, and the placing of cars may have been slow and stand as a grievance against the railway company. Car service charges are as necessary in the

THE RAILWAY ACT A FINALITY

Some hints respecting its scope in connection with rates, car supply and demurrage, and the adjustment of claims

THE New Railway Act has been proclaimed to take effect February 1st, the Board of three Commissioners having been filled out by the appointment of the Hon. M. E. Bernier, late Minister of Inland Revenue, and James Mills, President of the Guelph Agricultural College; the Hon. A. G. Blair will be Chairman.

It has been remarked that the Board is weak, in that it is wanting in practical railway experience. To some extent this seems to be true. However, Mr. Blair's knowledge of railway work, acquired as Minister of Railways, and augmented by the more or less direct control of the Intercolonial Railway, vested in the Department of Railways, will not be without great usefulness. The Board, however, is empowered to call in experts to assist in working out the knotty problems of railway regulation and administration. Perhaps the community might feel more at ease if it were known

that one member of the Board possessed the qualifications of an expert and practical railway man, but the Commissioners doubtless will fall quickly into the swing of their duties, which are fairly well defined. The public will get now what they have long clamored and prayed for, a court wherein may be arbitrated their disputes with the transportation companies.

It would not be out of place to indicate some of the railway questions which are bound to come for adjustment before the new Board.

Rates the most important one: rates in so far as they constitute a discrimination against individuals or communities, or are higher than the traffic will bear. The rate question will involve the question of classification, which is at the bottom of the rate question of a very large part of Canadian tonnage.

interest of the public as for the protection of the railway companies. It would be unfair to the public if the party delaying the loading or unloading of cars (often at a season of car shortage when others are appealing for cars) were not asked to pay for detention. On the other hand, the railway company which fails to place cars for loading or unloading within a reasonable time should be subject to a penalty for this offence against the community. In so far as a railway company fails to transport freight entrusted to it with due diligence, the company is liable under the law.

These, but a few of the many phases of the transportation question confronting the commission, will serve to indicate the complexion of the grievances, with which the Board will be required to deal.

The power vested in the Commission, in so far as the Act applies, is complete, and, assuming a fair interpretation and administration of that power, which the reputation of the Commissioners should give the public the confidence to anticipate, the relationship between the railways and the public should gradually converge into the channel of united purpose, of mutual confidence and respect.

CLAIMS.—A great deal of complaint has been made during the past few years with reference to delay in the adjustment of freight claims, and, as the amount involved has sometimes run into large figures, in such cases, the delay has resulted in a material loss of interest.

The tardy settlement of claims was the 9th item of Prof. S. J. McLean's report of 1902 to the Minister of Railways. Prof. McLean stated that, in some cases, a period of two years elapsed before claims were settled. The experience of individual firms will vary on this point, but some manufacturers can corroborate this statement.

Prof. McLean goes on to say: "It will readily appear that shippers are, under such conditions, subject to great inconvenience. In addition, there is loss; for, pending a refund, shippers are deprived of the use of a portion of their capital. The railways should endeavor to realize that this matter is a very important one to the average claimant, and take steps to bring their claims departments into such a state of organization as will do away with complaints of this nature."

As an indication of public feeling with reference to railway claims in other communities it is worth remarking that in some of the United States, for instance Florida, Minnesota and Georgia, railroad law requires the adjustment of overcharge claims, by railroads doing business in the State, within 30 days after the demand upon the agent at the delivering depot; freight receipts being surrendered at the same time by the consignee or person paying the freight. Overcharge on freight

passing over two or more roads is settled by the delivering road.

It does not appear that a period of 30 days would be a reasonable one in a country of "magnificent distances" like Canada, nor would it be reasonable to ask the railway companies to adjust claims within this period, where foreign connecting railways (not subject to the control of the Canadian Railway Commission) are interested. It sometimes takes a great deal longer than 30 days for Canadian roads to obtain answers from foreign connections, and the process of investigation of claims arising from traffic originating in the United States frequently takes what seems to be a very unreasonable length of time.

Overcharge claims relating to intra-provincial business could easily be settled within the 30 days, while the time allowance on inter-provincial business might fairly be 60 days.

The Commission should issue some regulations about the adjustment of claims.

THE DEPARTMENT

A REMINDER TO THE MEMBERS

MEMBERS are reminded (members located out of Toronto particularly) that this department has been established for the purpose of giving the Association, and the individual members, the benefit of railway experience in dealing with transportation questions. The question of freight classification is one which most concerns the majority of the members, while with regard to loss, damage or overcharge claims every member has to deal on some occasion with the transportation companies. Again, there are the questions of car supply and car rental or demurrage, and traffic detained in transit. On all these questions, and on numerous others that may arise in his relations with the railways, every member has the right to freely address this department and all enquiries will be promptly acknowledged and given careful attention. Even if having a grievance with respect to transportation, any member does not desire to bring his complaint to the attention of the railway management, it is very desirable that all causes of complaint should be brought to the attention of this department.

Nation building generally and our prosperity specifically depends in no small measure upon our transportation facilities and the manner in which they are administered. On this question all have a right to a voice; all being interested. In so far as the transportation problems, as they present themselves, are promptly and reasonably solved, our Dominion may expect (where this important feature of trade concerns our growth,) the most reasonable commercial expansion and prosperity. In as far as the manufacturer brings his transportation difficulties (they need not necessarily be complaints) to

the attention of the proper parties, these difficulties or problems will be given consideration, and the results perhaps become railway law. The individual may reap the immediate benefit: the public must do so in the long run.

The Transportation Department is at the service of every member on all railway matters.

THE ASSOCIATION LIBRARY

The Association has now on its shelves a copy of the Guide Book of the Foreign Samples Building and its Annex in the recent Exhibition in Osaka, Japan. Several pages are devoted therein to the Canadian Building with its many exhibits.

The report of the select Committee appointed by the Ontario Legislature to deal with the question of Municipal trading and Public Ownership has been published. It forms a book of 246 pages, and is filled principally with extracts from books, pamphlets and articles pertaining to the subject.

The Monthly Consular Report of the Department of Commerce and Labor at Washington for January, 1904 contains several articles relating to Canada. One of the most interesting ones concerns the immigration of United States settlers into the Canadian Northwest. Others relate to the use of United States machinery in Canada and the conservation of the forests of Ontario. The Tariff Resolution of the Canadian Manufacturers' Association is also incorporated among the reports while the United States Consul at Stratford gives some idea of the industrial activities in that town. On the whole a great deal of attention is given to Canada in this report.

Volume I of the Sessional Papers of the Dominion Parliament for 1903 has reached the Association in the familiar yellow binding of the Dominion publications. The first volume contains Part One of the Auditor General's reports and gives a general summary of the finances of the Dominion.

The Consular report of the United States Department of Commerce and Labor for January 29th, contains a reprint of the new Patent Law of Mexico. The Act has been very carefully translated and occupies some sixteen pages of closely printed matter.

The *Bulletin of the Bureau of Labor* at Washington for the month of January contains an admirable account of the Labor Unions of Great Britain, occupying over 100 pages. This article goes very fully into the position taken by the British Labor Unions to-day. The author has treated his subject exhaustively and with the utmost fairness.

Labor Column



LIABILITY OF UNION FUNDS

A RECENT decision in the English courts of law serves to illustrate the liability of trade unions to have their funds attached. The Amalgamated Society of Railway Servants published an organ under the direction of three trustees. The paper made some libellous statements about a railway official, who brought action against the three trustees and the editor of the paper. The case was proven and the question arose as to whether the funds of the Society could be attached for payment of the damages and costs. It was admitted that the newspaper was started with the sanction of the Executive Committee of the Society and the receipts from and expenditures on the paper appeared in the Society's balance-sheet. On the other hand the defence contended it was ultra vires for the Society to own and conduct a newspaper, and that in any case the funds of the Society could not be attached. The judge held that the starting of the newspaper was not ultra vires of the Society, one of the objects of the Society being to improve the condition and protect the interests of its members. His Lordship gave judgment for the plaintiff for £1000 and costs, and held that the defendants in their position as trustees were entitled to be indemnified out of the funds of the Society.

EMPLOYER'S LIABILITIES

AN important and far-reaching decision of interest to every employer has been handed out by the Divisional Court in Toronto. The case arose out of the action of Markle v. Donaldson, Hamilton. The plaintiff claimed damages for injuries which he sustained while in the employ of the defendant as a carpenter, owing, as he alleged, to the negligence of the defendant. The plaintiff was shingling a roof when a cleat, upon which he was supporting himself, gave way and he fell to the ground and was severely injured. It was held by the prosecution that the cleat was a part of the ways, work, etc. of the premises used in the business of the employer within the meaning of Section 3, sub-section 1 of the Workmen's Compensation Act; that there was evidence that the cleat was defective, in that it was not securely fastened; that the defendant was the proximate cause of the injury; that the defect was due to the negligence of the workman of defendant, who did the work of putting on the cleats, and that the workman was one interested with the duty of seeing that the condition of

the ways was proper, and further there was evidence upon which defendant might be found liable. The action was non-suited by Mr. Justice Ferguson at Hamilton. The plaintiff thereupon moved to set aside the non-suit and to direct a new trial. In the Division Court an order was made setting aside the non-suit and directing a new trial, the defendant to pay the cost of the last trial and the motion.

This decision goes to show that in Ontario the provisions of the Workmen's Compensation for Injuries Act are different from those of the English Act. By the sub-section referred to, the Legislature of Ontario intended to place upon the employer a higher duty towards his employee than it was thought right in England, and to make him answerable, so far as the condition for arrangement of ways, etc. is concerned, for the negligence of any person whether in his service or not, to whom he entrusted the duty mentioned in the sub-section.

E. B. Eddy declares for an open mill—History of the trouble in the Hull Paper Mills—Shorter hours unsatisfactory—A return to longer hour System.

WHEN the three large paper mills of the E. B. Eddy Company at Hull were rebuilt after the fire of 1900, and the operation of paper-making was resumed, the hours in the Company's mills were fixed at the customary number in paper mills, extending continuously from Monday morning until Sunday morning, with the work divided between a day and night shift.

In the fall of 1902 union agitators came to Hull and a branch was formed of the International Brotherhood of Paper Makers. Upon the formation of this union, the men approached the management, asking them to shut down the mill on Saturday afternoon at 6, thus cutting off twelve hours' output. At the same time they insisted on receiving the same pay that they had formerly received when working until Sunday morning at five. The new mills had just been started and the Company were very busy so that the demand of the men was not complied with.

About November of 1902 the representatives of the paper makers again waited upon the management and demanded a shut-down at six o'clock on Saturday night, saying that if these hours were not granted they would walk out of the mill, but, stating, also, that if the Company would allow them the shorter hours they would promise to give as much output of paper under the shorter

hour system as before. This demand was so strongly urged that under the circumstances and with the men's promise that there would be no falling off in the output of paper, the Company consented to give the short hour system a fair and square trial commencing January 1st, 1903. This system was inaugurated as promised and the mills were worked under it until the summer when the management were again waited upon by a committee of paper-makers who demanded 20 per cent. extra wages for the same number of shorter hours. The company declined to discuss this proposition, saying to the committee that they were working on trial at the present time and that as a fair and square trial of the shorter hour system had been promised on the condition that the output of paper would be as much as formerly, the company had concluded to let them run out the year on this system. If, however, the balance of the year's turnout was not more satisfactory than that for the first six months of the year, the men would either have to work longer hours or accept a reduction in their pay according to the number of hours cut out. For some time no more was heard of the demand for increased pay.

About the middle of December when it was found that the wages paid were not compensated for by the quantity of paper turned out under the short hour system, notice was given that the hours would be from 6:30 Monday morning until Saturday night at 12 beginning with January 9th. On that date the men were told that if they were not coming back to work the hours required they could take their clothes or anything they had in the mill and carry them away with them when they left that night. On Monday morning, Jan. 11th, the men went out on strike and the mill doors were locked.

On Jan. 12th a notice was posted up to the effect that the men were given until Jan. 16th to decide whether they would go back to work under the new system or not. A very few men took advantage of the notice, left the union and resumed work.

Meanwhile, the Union sent a deputation asking to see Mr. Eddy. He received the men and had a short talk with them. Their chief enquiry was whether the company would take them back on the same basis as that on which they had worked in 1903. Mr. Eddy's answer to this was "No."

The management immediately began to get in new men and are gradually securing enough labor to run all their machines on the open mill system.

Industrial Activities OF THE MONTH



The Toronto Plate Glass Importing Co. have recently added another story to their present three story building, increasing their floor space to 35,000 square feet.

The exhibit at the Canadian Court of the Crystal Palace, London, England, of the Canada Furniture Manufacturers, Limited, is at present attracting considerable attention. The furniture was brought over in parts and set up by skilled workmen in England. The Canada Furniture Manufacturers, Limited, have now an office and factory in London three stories high.

The Max Freed Furniture Co., Limited, has been incorporated at Vancouver, B.C., with a capital of \$50,000 to engage in the business of furniture manufacturers.

The Cranbrook Brewing and Malting Co., Limited, has been incorporated at Cranbrook, B.C., to take over the business of the East Kootenay Bottling Co., and carry on the business of brewers and maltsters.

The Empire Lumber Co., Limited, has been incorporated at Victoria, B.C., to carry on business as sawmill proprietors and lumbermen.

INDUSTRIAL CANADA notes with pleasure that one of the Toronto members of the Canadian Manufacturers' Association, Mr. Hugh C. Maclean, has purchased the well-known trade publication of the west, the *Commercial*, of Winnipeg. The *Commercial* has also for years been in the membership of the Association and its management have always taken a keen interest in its welfare. Mr. Maclean has had many years' experience in the conducting of trade papers, having with his brother, Col. J. B. Maclean, published the group of trade papers now issued by the Maclean Publishing Co., Ltd., in Toronto. He is thus splendidly equipped for the work of managing the *Commercial*, and under his guidance that publication is bound to make progress in the future. INDUSTRIAL CANADA wishes Mr. McLean and the *Commercial* success in the future.

The Spramotor Co., of London are at the present time shipping large quantities of their spramotors to England and the Continent of Europe. They report that their American business last year was nearly doubled.

The Frost Wire Fence Co., of Welland, Ont., have decided to move their plant to Hamilton.

The D. F. Brown Paper Box and Paper Co., Ltd., St. John, N. B., have within the last few months increased their facilities for printing and making large folding boxes.

The Standard Chemical Co. of Toronto, Limited, have installed special apparatus for the manufacture of odorless wood alcohol for use in the manufacture of high grade preparations of chemists, druggists and perfumers and for hospital uses. This firm has also established charcoal distributing depots at Hamilton and London.

The Sherlock Manning Organ Co. of London is at present contemplating a further enlargement of their factory during the coming spring.

H. E. Gidley & Co., Penetanguishene, are building a large passenger steamer in Orillia for the passenger traffic of Lake Simcoe.

In a letter to his father, Mr. D. H. Ross, Commercial Agent for Victoria, South and West Australia and Tasmania, writes as follows:—"At the Power House of the Perth Electric Tram Co. I was pleased to observe two 300-horse power engines manufactured by the Robb Engineering Co. of Amherst. These engines have been working almost continuously, 18½ hours daily, for over three years. The engineer in charge intimated the excellence of their work. The general manager and engineer of the Perth Electric Street Railway is Mr. H. J. Somerset, formerly of Winnipeg."

The Guelph Foundry Co., of Guelph, Ont., have decided to erect a large four-storey addition to their factory on account of the great increase in their business.

The Newmarket factory of the United Factories Limited is once more in operation. The power plant is now equipped with Babcock and Wilcox water tube boilers of latest type with a capacity of 750 horse power.

The Polson Iron works, of Toronto, are at the present time engaged in building a cruiser for the Dominion Government for the protection of fisheries on Lake Erie.

The plant and business of the Walkerville Wagon Co., Walkerville, Ont., have been sold to a company of capitalists at West Lorne, Ont., and the plant will be moved to that place.

The Goderich Planing Mills, of Goderich, Ont., have been incorporated with a capital of \$40,000 to manufacture and deal in lumber of all kinds.

The Dominion Oilcloth Co. held its annual meeting in Montreal during the week of January 18th. The directors elected were J. O. Gravel, A. A. Allan, J. J. McGill, H. A. Allen and Jno. Baillie.

New boilers and other increased power plant have been installed in the factory of the Verity Plow Works at Brantford.

Tolton Bros. of Guelph have now got their new factory in full operation.

The town of Brockville has voted a bonus to Cossitt Bros. Co. to assist them in rebuilding that part of their works burned down some years ago.

The John Campbell Company, Limited, has been incorporated at St. Thomas to manufacture flour, oatmeal, etc. Share capital is \$100,000.

The Safety Folding Bed Company, Limited, has been incorporated at Windsor, with a share capital of \$40,000, to manufacture folding beds.

The Craig-Cowan Company, Limited, has been incorporated at Toronto with a share capital of \$20,000 to manufacture and deal in leather goods.

The Scott Manufacturing Company, Limited, has been incorporated at Toronto with a share capital of \$25,000 to manufacture and sell paper vessels, boxes and other paper products.

The name of The Willson Carbide Works Company of St. Catharines, Limited, has been changed to the corporate name of Willson Carbide Co., Limited.

The William A. Greene Company, Limited, has been incorporated at Waterloo, with a share capital of \$50,000 to manufacture shirts, collars and cuffs.

At the beginning of the year, the General Manager of the E. W. Gillett Co., of Toronto, Mr. Wm. Dobie, was presented with a beautiful French gilt enameled inkstand by the travellers and members of the office staff.

Messrs. Church & Watt, Limited, Simcoe, have been incorporated with a capital of \$40,000 to manufacture saddlery, hardware and ropes.

The Smith Manufacturing Co., Toronto, have been incorporated with a capital of \$40,000 to acquire the business of the Smith Wool Stock Co., and to manufacture wool stock.

The Foster, Brown Co., Montreal, have been incorporated with a capital of \$20,000 to manufacture envelopes, paper, stamps, etc.

The pattern storage building of the Laurie Engine Co., at Montreal, was destroyed by fire on January 6th, with a loss of \$20,000.

Messrs. Alex. McArthur & Co., Montreal, have been incorporated with a capital of \$180,000 to manufacture paper, tar, pitch, etc.

Messrs. Rhodes, Curry & Co., Amherst, N.S., have added a handle plant to their works, with a capacity of 100 handles a day.

The Emerson-Hague Manufacturing Co., Winnipeg, are applying for permission to change their name to Hague, Armington & Co., Limited.

The addition to the Guelph Carpet Co.'s plant at Guelph, Ont., has been completed. Eight new carpet looms have been installed. A new boiler house will also be built shortly.

The Kemp Manufacturing Co., Toronto, intend to enlarge their premises shortly. Land adjoining their present works has been purchased.

The Empire Carpet Co., whose mill at St. Catharines was destroyed by fire, are going to occupy the building of the Ontario Felt Co., at Dundas, Ont.

W. E. Chalcraft & Co., Toronto, have been incorporated with a capital of \$100,000 to manufacture clothing, etc.

The Skedden Brush Co., Hamilton, have been incorporated with a capital of \$40,000 to manufacture brushes, brooms, etc.

The Purdon, Gillespie Hardware Co., of London, Ont., has been incorporated with a capital of \$20,000 to acquire the business of Jas. Reid & Co., and to manufacture hardware, etc.

The Corundum Refiners, Limited, Toronto, have been incorporated with a capital of \$100,000 to carry on a mining and milling business.

The Rainy River Lumber Co., of Rainy River, Ont., have been incorporated with a capital of \$10,000,000 to manufacture lumber and woodenware.

The Swan River Milling Co. has been incorporated under the Joint Stock Companies Act of Manitoba.

Letters patent of incorporation have been accorded to the Brandon Woollen Mills Co., with capital stock of \$60,000.

The North West Machinery and Iron Co. has been incorporated at Winnipeg with a capital stock of \$40,000.

The Massey-Harris Co. has created a new district in Manitoba with Dauphin as headquarters.

The Dodge Mfg. Co. of Toronto has completed the equipment of the million bushel elevator at Montreal, erected by the Harbor Commissioners. Some 250 tons of machinery and castings were required.

The Robb Engineering Co. of Amherst, N. S., have commenced the construction of a new type of engine called the "Robb-Armstrong-Corliss." These engines are adapted for high speed work. Five of them are intended for the Montreal shops of the C. P. R. and two for the same company at Fort William.

The Cornwall Mfg. Co.'s plant at Cornwall, Ont., has been sold to the Canadian Colored Cotton Mills Co.

The flannel business of the J. H. Wylie Co., Almonte, has increased to such proportions as to necessitate the equipment of a new factory.

The Dominion Carpet Company's factory at Sherbrooke, Que., has not yet passed into the hands of a new owner, although the date set for receiving bids for its purchase has passed. It is expected that Mr. Talbot, the former manager of the Dominion Brussels Carpet Co., will organize a company to purchase and carry on the business.

Mr. Wm. Thoburn, head of the Thoburn Woollen Mills of Almonte, has been elected Mayor of the town.

Mr. H. C. Fortier, Managing Director of the Canada Biscuit Co., has resigned and will in future be with the Dominion Sewer Pipe Co., Ltd.

The MacGregor, Harris Co. of Toronto, have purchased the business of R. G. MacGregor & Sons.

The Big Bend Lumber Co. are completing a sawmill at Arrowhead, B.C., which will have a capacity of 25,000,000 feet of lumber per year.

The concentrating plant of the Canada Corundum Co., Limited, is rapidly nearing completion.

The Carritte-Paterson Co. are making good progress with their new factory at Fairview, four miles from Halifax. The new factory is to replace the one destroyed by fire last year.

The annual meeting of the McClary Mfg. Co.'s managers and travellers was held in London during the last week in January.

The McLaughlin Carriage Co., of Oshawa, are going to establish a sales establishment in Charlottetown, P.E.I.

The Canada Corundum Company has just closed a contract with the Cortland Corundum Wheel Company of Cortland, N.Y., for 450 tons of Craig Mine Crystal Corundum to be delivered during the present year. The demand for this Canadian abrasive has grown to such an extent in the United States that almost all of the abrasive wheel manufacturers in that country have now adopted it. Mr. Fay, manager of the Cortland Corundum Wheel Company, who was in Toronto recently, states that in order to supply their customers with wheels made from this product, they are putting up a new factory with a number of kilns, their present plant at Cortland, N.Y., not having sufficient capacity to meet the demand for wheels made from this Canadian abrasive.

BRITISH ENQUIRIES

The following enquiries relative to Canadian trade have been received at the office of Canadian agent at Birmingham:

PURCHASERS

A firm wishes to be put in communication with manufacturers of baths and lavatory appliances.

A large firm wishes to be put in touch with shippers of dairy produce and tinned fruit.

A firm of woollen manufacturers are open to purchase wool.

A firm of fruiterers wish to purchase apples and canned goods.

A firm manufacturing cider wishes to be put in touch with shippers of cider apples.

A firm in Birmingham wishes to purchase large quantities of wooden handles, particularly for chisels.

A firm wishes to handle large quantities of apples.

A large firm wishes to purchase oats and beans from Canada.

A firm in the Midlands can take large quantities of shovel handles.

A firm of builders, joiners, etc., wish to purchase yellow pine doors.

A commission firm can handle all kinds of Canadian produce.

AGENCIES

A firm of commission merchants are prepared to act as agents for Canadian manufactures of all descriptions.

A firm of factors wish to act as agents for placing Canadian products on the British market.

A British firm wish to place Canadian agricultural implements on this market.



Foreign Trade News



Jamaica's Trade in 1903

The trade of the Island of Jamaica for 1903 amounted to over \$20,000,000. The exports totalled over \$11,000,000, a greater volume of trade than has been experienced for the last ten years. The exports amounted to nearly \$10,000,000, being \$1,250,000 in excess of 1901-2. Of the imports Great Britain provided \$500,000; United States \$3,645,000, and Canada \$676,000. Of her exports United States purchased by far the largest share, \$7,591,000; Great Britain purchased \$2,124,000 and Canada \$261,000.

Canadian Cheese in South Africa

The N. S. W. Government Commercial agent for South Africa writes that he finds Canadian cheese is very popular throughout that country, being a good quality and keeping well. A great deal of it comes through England. The method of packing in cases has proved very satisfactory. The only complaint that he can hear with regard to Canadian cheese was that the size was too large for most of the storekeepers.

The Liverpool Exhibition

On the 5th of January at St. George's Hall, Liverpool, the Colonial Products Exhibition was opened by the Duke of Marlborough with the object of bringing before the Canadian people the extent of colonial produce and manufacturing. Samples were exhibited from Canada, West Indies, Trinidad, India, Newfoundland, Australia, West Africa, Rhodesia and New Zealand. The special feature was colonial grown cotton, numerous samples of which were displayed.

New Zealand Flax for Canada

The Textile Mercury, of Manchester, has been commenting on the quantity of New Zealand Flax which is now being used in Canada for the manufacture of binder twine. Until recently the fibre has been sent to Canada by way of London, but now, owing to the low freight rates quoted by Canadian Railway Companies, and the steamers trading between Vancouver and Australia, most of the material is being sent to Vancouver by way of the Pacific.

House-Hardware in Malta

In the Island of Malta there is at the present time a considerable activity in the matter of building apartment houses. Of these there is a scarcity and rents are high. On this account there is an opportunity for the introduction of house hardware and ready-made doors and sashes. The bulk of the wood for making doors and sashes now

comes from Austria-Hungary and is not satisfactory.

Some French Requirements

The U.S. Consul at Limoges, France, directs attention to the prospects before United States manufacturers in his district. He says that there is certainly an opportunity for opening up a good trade in vehicles in France. The comparative cost between French and United States carriages of the same class is about one half in favor of the latter. Spokes and hubs are also required; hickory spokes being preferred for cabs and ordinary carriages, and oak spokes for large heavy drays and wagons. Staves and handles are always in demand. The United States style leads in the manufacture of shoes and shoe machinery; the largest shoe factory in France using only United States machinery. An increasing demand for labor-saving agricultural machinery is also noticed.

An Admirable Report

A lengthy report of the Customs Return for the Colony of British Guiana for the fiscal year 1902-1903 has been received. This report contains an itemized statement of the various imports with an interesting comment on each article. Of the import trade of the Colony over 50% was with the United Kingdom; over 31% with the United States and slightly over 9% with other British Colonies. Of the export trade nearly 42% was with the United Kingdom; almost an identical amount with the United States, and 7.7% with British possessions. In connection with the trade of the Colony with the United Kingdom, United States, and the Dominion of Canada, some interesting facts are brought out. In the item of butter Canada is winning trade from the United States. In cordage Canada is also gaining, and less is being imported from the United Kingdom. Canadian flour is gaining in popularity. On the other hand, undressed lumber is being brought in in greater quantity from the United States; oats have been overimported, while for potatoes there has been an increased demand. In the matter of export trade, larger shipments of sugar to Canada than in the previous two years were noted. The value of the trade last year in comparison with the average of the previous four years is as follows,—The United Kingdom showed a decrease of \$462,440; the United States a decrease of \$32,269, while Canada exhibited an increase of \$421,827. The whole report is an admirable one and the Department of Customs of British Guiana must be complimented on its admirable work.

Swiss Trade with Canada

The latest report from the foreign office of London contains a summary of the trade of Switzerland for the year 1902. In this report it might be noted that of the purchases of Swiss manufactures, Canada takes a good proportion amounting to £245,690; the British Empire purchases 27% of the total exportation of Swiss goods, being Switzerland's best customer. The Swiss imports from Canada consisted of food products amounting to £130,000, chemicals and machinery £1,000. The exports to Canada comprised textiles £189,000, watches £39,000, food products £9,000, chemicals £6,000, precious stones, machinery, etc. £5,000, making a total of £246,000.

Agricultural Machinery in Siberia

The United States Consul at Niuchang, China, writes his Government with regard to the Agricultural possibilities, of Eastern Siberia and Manchuria. He claims that the Chinese Eastern Railway, being the South Eastern portion of the Gt. Siberian Railway, in its course through Manchuria to its terminus at Port Arthur passes through 1,000 miles of as continuously rich agricultural country as can be found anywhere in the world. This is a country where crop failures and famines are almost unknown and where production is regular and constant.

The milling industry is carried on to a considerable extent. At Harbin in Manchuria there was not a single flour mill in 1900. In October last, eighty mills were in operation with a total capacity of 3,800 bbls. Most of these mills are fine brick and stone buildings provided with excellent modern machinery from Germany and Austria. In Siberia there are also numerous steam flour mills in operation. All these districts, Manchuria, Mongolia and Siberia, offer a splendid market for flour mill machinery and agricultural implements. The first trade will be in plows and in cleaners for wheat. The U. S. Consul advises the sending forward of catalogues in the Russian language, as he remarks that English catalogues are absolutely worthless.

Concerning Bermuda

The imports of the Island of Bermuda, owing to the presence there for a great portion of the year of the British North Atlantic Squadron and numerous tourists, are comparatively very large. The imports for 1902 amounted to over \$2,500,000, of which the United States supplied considerably over half; the United Kingdom about one-third, and Canada about one-twelfth.

This trade with Canada is carried on via the Halifax and St. John lines of steamers. The Island possesses absolutely no manufactures or railways, with agriculture as its only industry. It, however, exports potatoes, onions, bulbs and vegetables to the annual value of \$500,000.

Trade Marks in Japan

In connection with the recent discussion on the question of the registration of trade marks in Japan, the Association has been informed that Richard J. Kirby of Tokyo is prepared to register trade marks in that country. His cable address is "Kirby Tokyo" and he makes use of the A I Code, 1888 edition. Mr. Kirby informs the Association that he hopes to be appointed Commercial Adviser to His British Majesty's Legation in Tokyo and Consulate General in Yokohama.

United States Cotton

Both Germany and the United Kingdom are making strenuous efforts to relieve their dependence on the United States for raw cotton. In England an organization known as the British Cotton Growing Association has been formed, which for the last two years has been carrying on experiments in Sierra Leone and West Africa. These experiments have been highly successful. Germany is doing the same thing in its African Colonies with good results. These efforts of the cotton manufacturing countries are viewed with alarm by the United States growers of cotton as there is no doubt that in a few years American grown cotton will no longer be supreme in the markets of the old world.

Exports to British Guiana

Reports from British Guiana go to show that the merchants there confidently expect trade with Canada to increase greatly.

The Cuban Reciprocity Treaty with the United States came into force January 1st, 1904, and gave Cuban sugar a preference over the sugar from other countries. Sugar planters will consequently be more anxious to sell their sugar in Canada under the preferential tariff, amounting to about £1 per ton, and not so anxious to sell in the United States in competition with favored Cuban sugar.

The average demand per month for the last three years for staple goods in Demerara has been as follows: Flour, 15,000 bbls.; meal, 500 bbls.; oats, 1,600 sacks; hay, 300 bales; split peas, 800 bbls.; pork, 1,200 bbls.; lard, 25-lb. tins, 1,200; butter, firkins, 300; cheese, 400 boxes; etc., etc.

Demerara merchants complain that they have great difficulty in securing regular shipments from Canadian exporters and state that it will be utterly impossible to work up a satisfactory business unless they are able to keep stock always on hand.

Canadian packing in some lines is also made a matter for complaint and shippers

are advised to visit New York and see just exactly how the West Indian people desire their goods put up

British Trade in 1903

The *London Times* of January 7th contains a review of British trade and industry for the year 1903. On the whole it summarizes the results as unsatisfactory. The failure of the crops had a bad effect, though this failure was fortunately not accompanied by any abnormal rise in the price of bread-stuffs.

During the early part of the year, labor was fairly well employed, but during the last few months work was less plentiful and the number unemployed exhibited a gradually increasing percentage. Fortunately the year was free from any violent conflict between capital and labor.

During the first half of the year the volume of trade was satisfactory, but in the latter half a gradual shrinkage developed. In the metal and engineering trades the year opened with very good prospects. There was a good demand from the United States. About May, however, this demand came to an end and England was threatened with large supplies of surplus steel from across the Atlantic. The iron trade also suffered from the depression in the ship-building industry. The cotton industry had a most discouraging year. The abnormal advance in the price of raw cotton caused the market to suffer. In the woollen and worsted industry profits were reduced to the narrowest margin. The linen trade was fairly satisfactory.

As regards freights and shipping, 1903 was more unprofitable than the two preceding years. The depression was very serious in its results and a low rate of freight made it almost impracticable to run steamers without incurring loss. The position of affairs at the opening of 1904 does not indicate any improvement in the general situation.

Exposition at Nantes

Beginning on May 5th and extending to the 22nd of September an important industrial and agricultural exposition is to be held at Nantes, France. Nantes is situated in the centre of one of the greatest agricultural and industrial regions of France and has a population of about 180,000. The opportunity is an excellent one for the display of all manner of agricultural and industrial products. Hardware, farm implements, windmills, etc., might with advantage be shown in the exhibition. Products for display can be shipped direct to Nantes in bond and will be entered free of duty. The price for space has been fixed at \$4.82 per sq. metre for machinery and implements, and \$7.72 per sq. metre for all other products.

Food Products in Germany

The United States Consul at Berlin directs attention to the splendid market Germany offers for American food products. There is a ready market for cheese, canned and cured salmon, smoked sturgeon, dried apples and pears. The sole drawback to the development of this trade by United States exporters has been from lack of reliability. The Consul claims that goods sent are often found to be inferior in quality to the samples on which the sale was based, and that frequently neglect to fill orders has caused a cessation of trade.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Belfast—A firm in Belfast, Ireland, with good connection among wholesale grocers, provision and general merchants, wishes to secure connection with Canadian exporters of flour and canned goods.

Birmingham—A commission merchant with an established connection of ten years' standing in Birmingham, England, desires to secure the English agency for a Canadian manufacturer of hardware, on a commission basis. He is prepared to take orders and put his customers in direct communication with manufacturers; the latter to collect all accounts and allow commissions only when the accounts are paid up.

Bombay—A correspondent in Bombay, India, wishes to obtain an agency for Canadian manufacturers on a commission basis.

Liverpool—A Liverpool firm of commission and general merchants, offering good references, are seeking the representation of a good Canadian exporter.

London—A London, England, steel and iron merchant is open to act as buying or selling agent for Canadian firms or public corporations.

London—A gentleman with a thorough knowledge of the hardware, paint and glass trades is prepared to undertake the representation in England of a Canadian house of good standing.

Melbourne—A merchant who has had a large business experience in Australia extending over 20 years, is prepared to devote himself to the introduction of Canadian manufactures in the Australian market.

Melbourne—A firm in Melbourne, Australia, are prepared to become direct representatives of reliable Canadian manufacturers. They will take up the following lines:

Lumber—

Papers—Printing, glazed and unglazed, writing, cartridge and wrapping.

Furniture—Such as chairs, roll top desks, towel rails, cornice poles and fittings.

Kerosene Heating Stoves.

Strawboards, leather boards and pulp boards.

Picture mouldings.

Oilmen's stores—Such as canned and preserved fish, potted meats, condensed milk, mustard, cocoa, cereal preparations, etc.

Milano—A firm in **Milano, Italy**, offers to establish relations with Canadian manufacturers and place them in touch with Italian importers.

Vienna—A **Vienna** commission agent, with English experience and good references, is anxious to hear from Canadian exporters starting a Continental connection.

Box Shooks—A timber manufacturing firm in **Hull, England**, in a position to place considerable orders, wishes to hear from Canadian shippers of box shooks.

Canners—A **West of England** firm have asked to be furnished with the name of a large Canadian canning house requiring representation in Great Britain.

Carriages and Parts—An export agent in **New York** is open to accept agencies for carriages and parts, finished and in the white.

Clothes Pins—A **Bristol** firm wishes to obtain quotations from Canadian manufacturers and exporters of Turned Clothes Pins (5 gross in a box) and Spring Clothes Pins (2 gross in a box).

Cordage, Etc.—An export agent at **New York** is open to accept agencies for cordage and binder twine.

Crates, Egg—A firm in **Belfast, Ireland**, desires to be put in communication with manufacturers of pasteboard packing cells for placing in egg crates. Samples and quotations are asked for.

Dairy Produce—A resident of **Belfast, Ireland**, claiming to have a good connection with the wholesale and retail trades in the north of Ireland has requested to be furnished with names of Canadian exporters of bacon, cheese and butter.

A **Belfast** firm would like to correspond with Canadian exporters of produce, fruit, cheese, hams, canned goods, etc., with a view to selling these goods on commission among buyers in Ireland where a large and safe trade is to be done.

Flour—A **Glasgow** firm of grain and flour merchants is desirous of taking up the representation of a Canadian house.

Glue—Enquiry is made by a gentleman in **London, England**, for the address of a Canadian manufacturer of a certain cement or glue largely used by musical instrument makers.

Handles—A **Bristol** firm wishes to obtain quotations from Canadian manufacturers and exporters on the following lines:—
50x1½ Bass Wood, (also Ash) Broom handles; 50x1¼ Bass Wood, also 54 in., 60 in., 66 in.; Hay Fork Handles, Ash; Hay Rakes, Ash; Manure Fork Handles, Ash; Pick Handles, Hickory.

A firm of implement makers of **Sheffield, England**, is seeking supplies of spade, shovel and fork handles from Canada.

Harvesters—A firm in **Buenos Ayres**, wishes to be put into communication with manufacturers of stripper-harvesters, being combinations of reapers and threshers.

Iron Pyrites—An enquiry comes from **Antwerp**, for iron pyrites in lumps from Canada.

Lime, Acetic Acid—A firm in **London, England**, is desirous of obtaining large and regular supplies of acetic acid lime from Canada; orders for from 4,000 to 5,000 tons, regular monthly delivery for 1904 promised. The firm will act as European agents for any Canadian manufacturer who will supply the material and conduct an export trade.

Lumber—A timber firm in **London, England**, engaged in the Australian trade has asked to be furnished with a list of the various lumber mills in Canada, and of lumber exporters.

Machinery—A firm in **Suva, Fiji**, asks for catalogues and price lists of portable engines and saw benches, laths, mortising and drilling machines and machinery for door and sash making.

Mouldings, Picture—Enquiry is made by a firm in **London, England**, for Canadian exporters of oak mouldings, for picture frames.

Provisions—A provision and produce broker in the **North of England**, desires to get into communication with a first-class packer of provisions in Canada.

Pulp, Fruit—A **London** firm asks for addresses of Canadian shippers of Black Currant and other fruit pulps.

Shives—Enquiry is made by a **Dublin** firm for names of Canadian exporters of oaken and soft wood shives.

Skewers and Ties—A **London** contractor and importer is looking out for Canadian supplies of hemlock or pine railway ties and maple and hickory skewers.

Veneers, Birch—A **Manchester** timber merchant wishes to purchase supplies of Birch Veneer lengths, 24, 30, 36 and 43

inches by 8 inches wide and ½ in. thick, and invites quotations from Canadian firms who can furnish the article.

Washing Boards—A **Bristol** firm wishes to obtain quotations from Canadian manufacturers and exporters of 17 in. Wood Dovetailed Washing Boards.

Woodenware—An export agent at **New York** is open to accept agencies for sashes, doors, blinds, clothes wringers, clothes pins, wooden handles for brooms, axes, shovels, forks, etc.

A **West of England** firm of brush manufacturers and dealers in woodenware, are seeking supplies of broom and fork handles in basswood. They also import washing boards, clothes pegs and other similar woodenware.

NEW ZEALAND ENQUIRIES

With the passing of the new Preferential Treaty by the New Zealand Government a great many enquiries for Canadian goods have been received by the Canadian Manufacturers' Association.

A firm in **Dunedin** asks for quotations on the following articles:

Canadian Axles; axle grease; sewing machine oil in 4 oz. bottles; wrought step treads and shaft couplings; dash rails; bevel edge carriage bolts; Felloe plates; 36 inch white cotton duck No. 5, 36, 54, 60 and 62 inch white cotton duck No. 6; blued, cut, swede-iron upholsterers' tacks, buggy harness; saddlers' tools; reaper slats for putting on the aprons of reapers and binders, 60x¾x¾.

A company in **Christchurch**, dealing in agricultural and general machinery, wishes to get in touch with manufacturers of the following lines:—

Oil engines—stationary, portable, marine, traction; road machinery; graders, rock crushers, etc.; straw presses; windmills, etc., etc.

An importer and manufacturers, agent in **Auckland**, is seeking an agency for wrought iron split pulley, steel shafting, asbestos, packings, and general machinery supplies; emery and corundum wheels, building material, floor and fancy tiles. He would like catalogues and price lists and other information relative to the above.

A manufacturers' agent at **Christchurch** wishes to be put in correspondence with manufacturers of the following lines with a view to representing them in New Zealand:—

Chenille goods, tapestries, soft goods, prints, rubber boots and shoes, jewelry (real and imitation), watches, chairs, roll top desks, pictures, plated ware, carpet sweepers, fishing rods, clocks, plumbers' goods such as closet seats, nickel and brass taps, baths; hardware of all classes, fancy goods, glassware, toilet paper, woodware of all kinds, lampware, travelling trunks, books, soaps, cutlery, guns, curtain poles, cabinet furnishings, and tinned meat and fish.

THE ASSOCIATION LIBRARY

Volume 1 of the Census of Canada taken in 1901 has reached the Association. The first Volume contains a summary of the population of Canada with all the supplementary information with regard to religion, houses, families, sex, origin and birthplace of the people.

Mr. T. Geddes Grant, Port of Spain, Trinidad, sends the Association the Mirror Almanac and General Commercial Directory for 1904. This volume contains a vast amount of useful information concerning Trinidad, and occupies much the same position with regard to that Colony as the Canadian Almanac does in Canada.

The Massachusetts Bureau of Statistics of Labor has prepared a bulletin on free employment offices. The laws of various States in which such offices are established are given, together with the organization and work in the same.

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A gentleman who has conducted business very successfully in the West for a number of years, and who has recently sold out, is open to consider proposition to represent manufacturer wishing to establish branch or connection in Winnipeg. Well acquainted with all parts of the West, from Lake Superior to the Coast.

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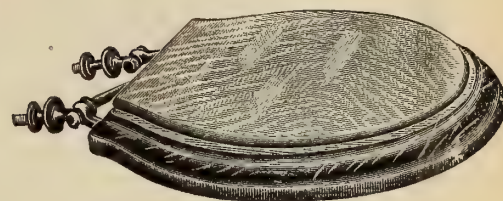
The *Labor Bulletin* of the Commonwealth of Massachusetts for November, 1903, contains several articles of interest. The *Bulletin* supplies a record of Labor Legislation, both in the several States of the Union and in foreign countries, and gives a resume of recent legal labor decisions which are of universal interest. The book is con-

cluded by a number of important articles showing the course of labor questions throughout the world.

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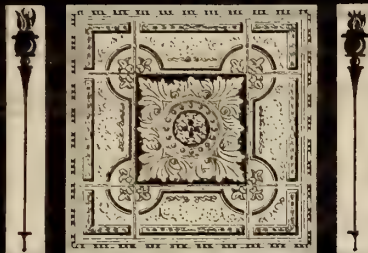


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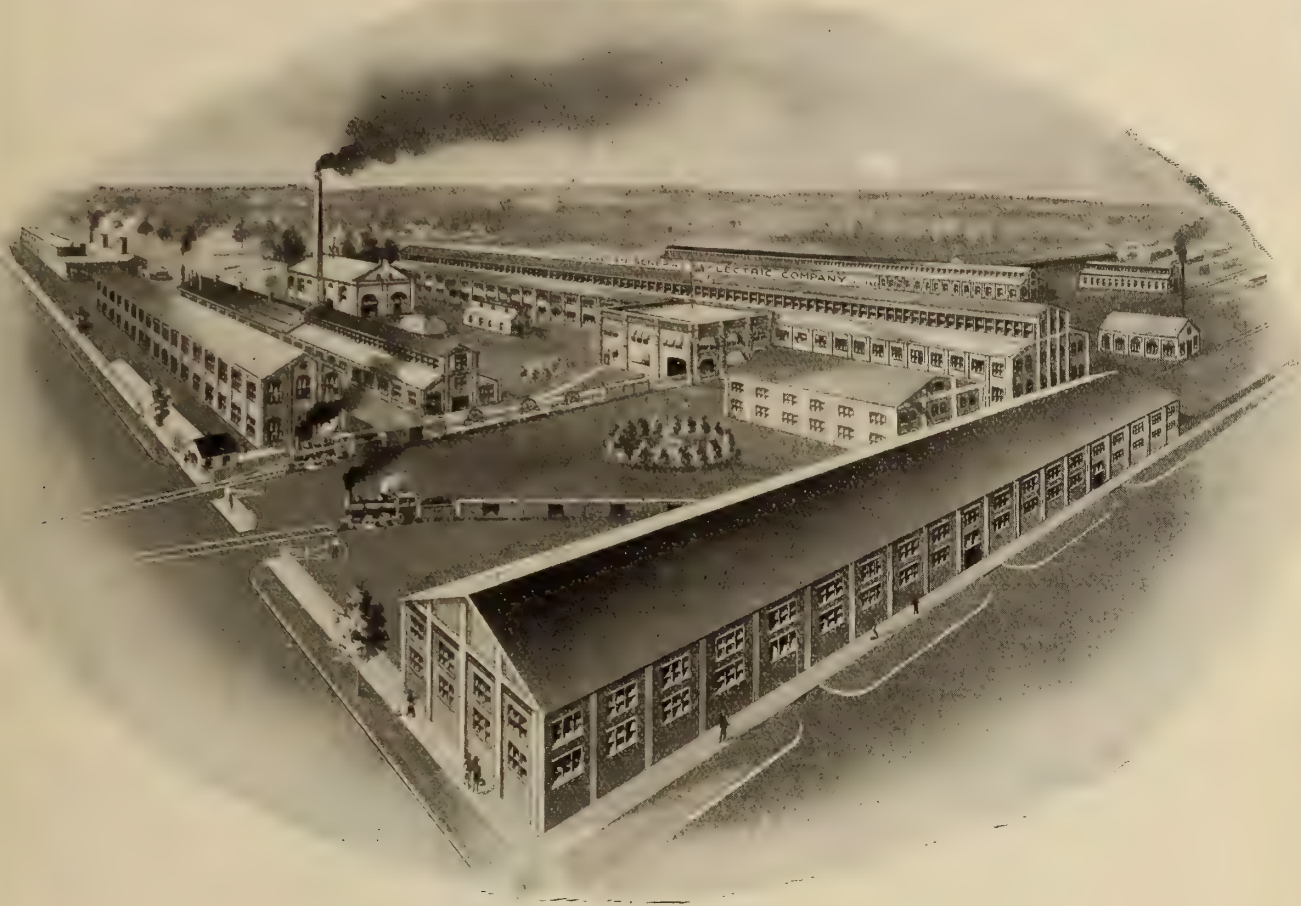
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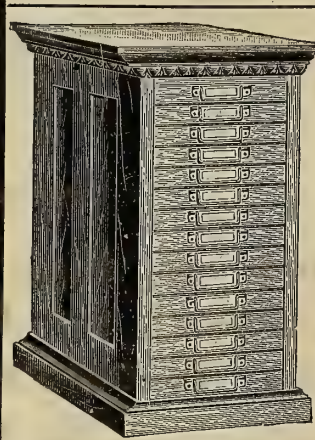
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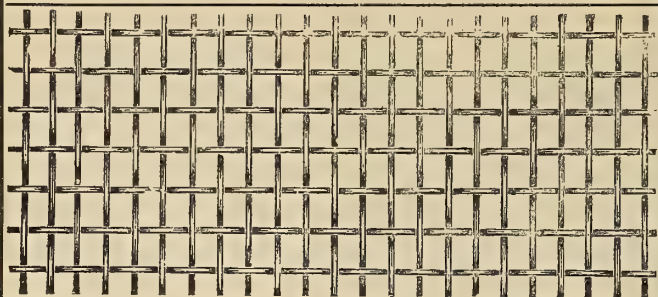
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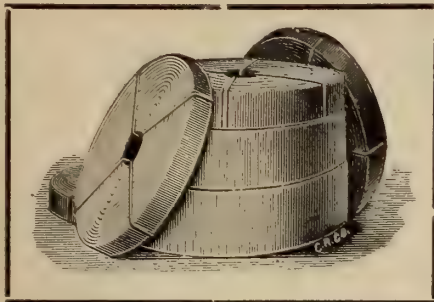
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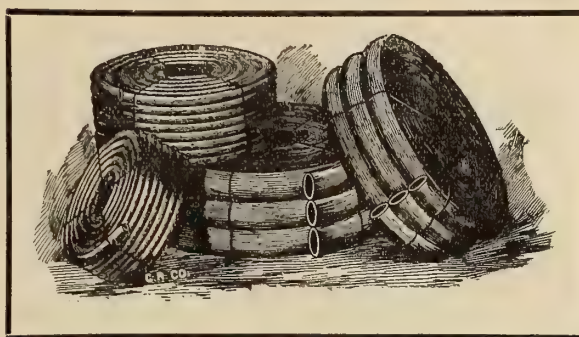
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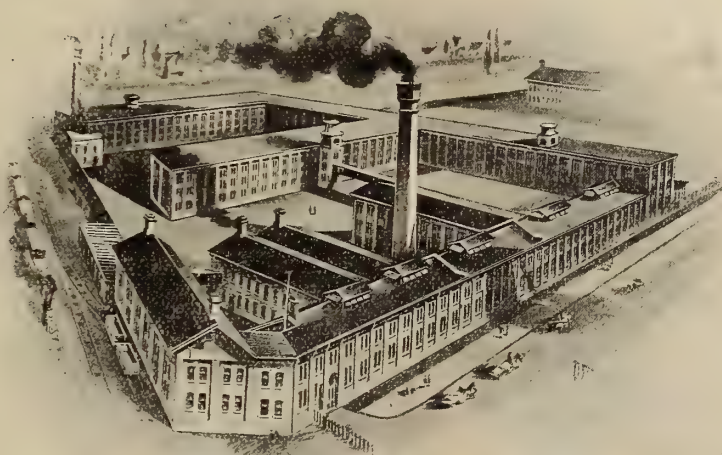


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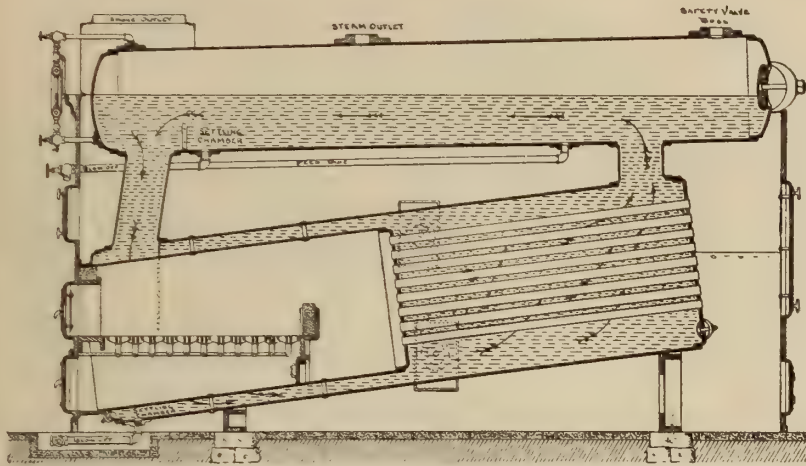
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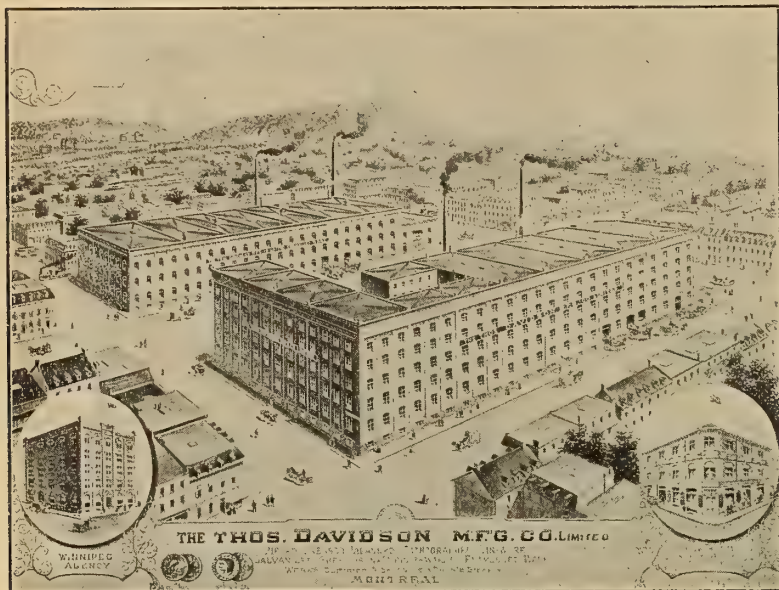
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PHONE MAIN 3955.

KING & YONGE STS.

### —BRANCH OFFICES AT—

|              | Phone |              | Phone |
|--------------|-------|--------------|-------|
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| London -     | 1240  | Brockville - | 105   |
| Hamilton -   | 97    | Owen Sound - | 123   |
| Kingston -   | 45    | Petrolia -   | 22    |
| Belleville - | 67    | Port Hope -  | 22    |
| Berlin -     | 180   | Stratford -  | 123   |

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LINSEED OIL**

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GASOLINES  
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OILS & GREASES  
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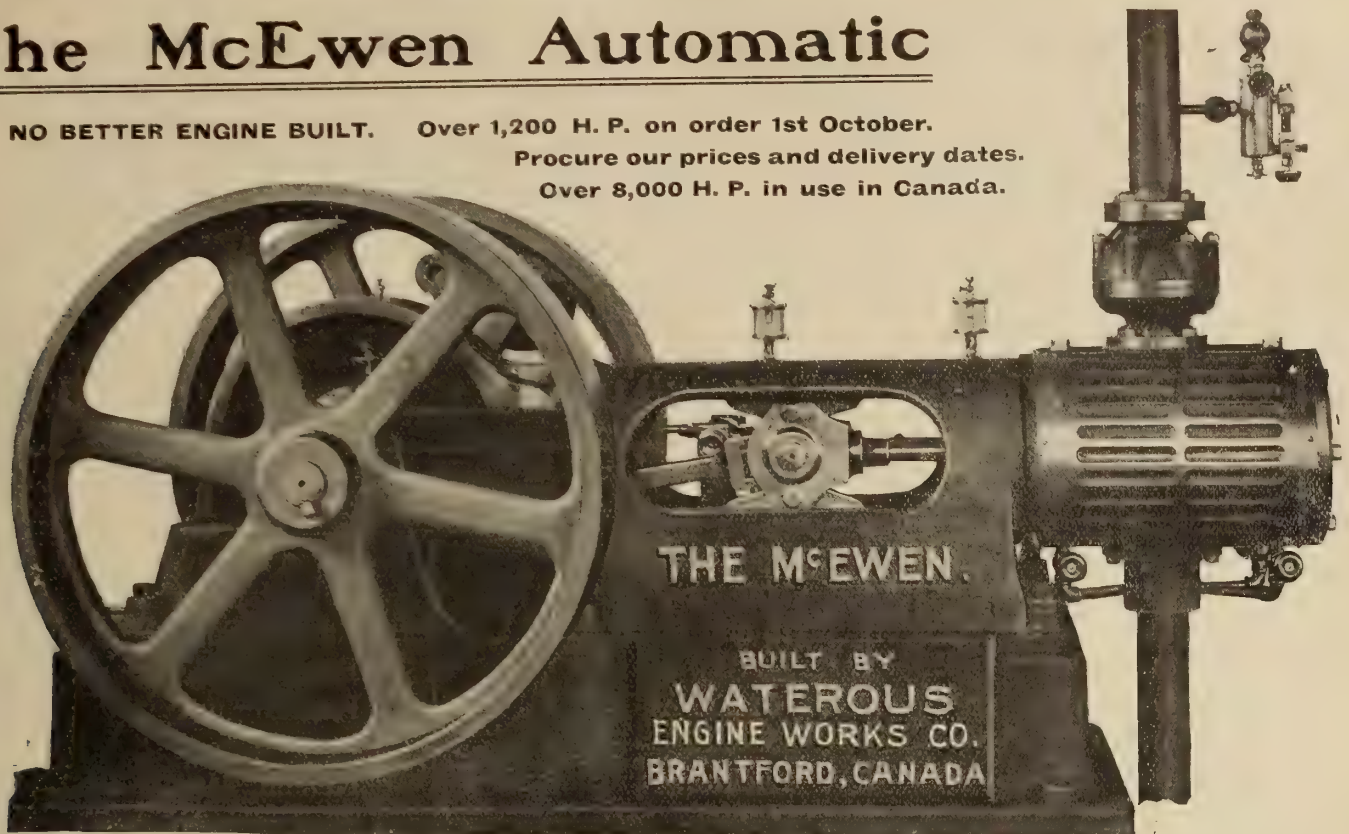
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J. TURNBULL, General Manager

HEAD OFFICE, - HAMILTON, ONT.

CAPITAL  
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RESERVE  
\$1,700,000

TOTAL ASSETS  
\$22,000,000

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Berlin  
Beamsville  
Blyth  
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Brantford  
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Chesley  
Delhi  
Dundas  
Dundalk  
Dunnville  
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Gorrie  
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West End

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COLLECTIONS ON ALL PARTS OF CANADA EFFECTED ON THE LOWEST TERMS



MARCH NUMBER, 1904

# INDUSTRIAL CANADA

J. C. Hopkins  
313 Manning Chambers

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### Editorial

Northwest Manufacturers  
Destruction of British Silk Industry  
"A Man of Straw"  
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Toronto Branch  
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MADE IN CANADA

The Canadian Manufacturers' Association

Vol. IV.

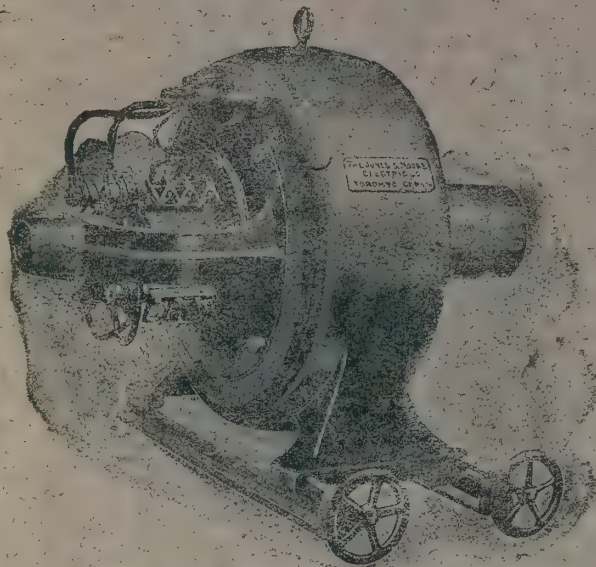
TORONTO, MARCH, 1904

No. 8



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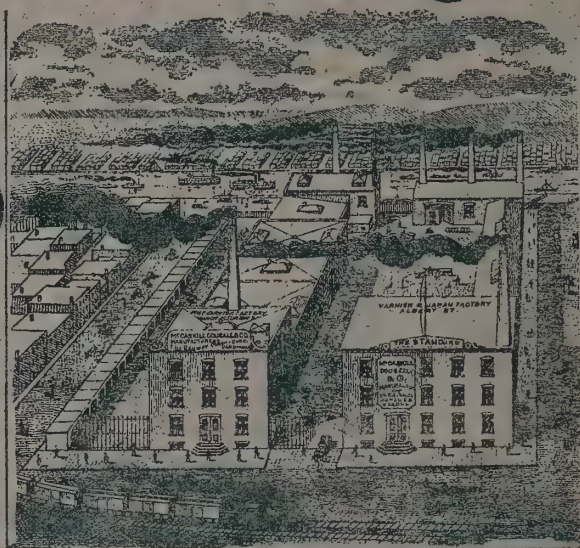
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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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Limited,

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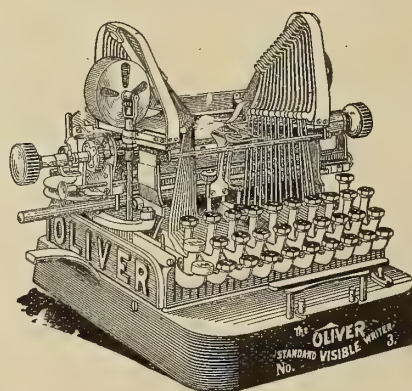
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No. 8

## Industrial Canada.

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### NORTHWEST MANUFACTURES

THE idea that the rapid settlement of the Northwest means the division of Canada into two great hostile sections, the East devoted to manufactures and the West to agriculture, is purely fanciful. Manitoba and the Northwest Territories probably have more manufacturing industries to-day than Ontario had when the population of this province was no greater than that of our Northwest now is, and as the population increases there will be a corresponding development of industries in the Northwest if a policy of adequate protection is established. While Ontario was being settled the country had only half-hearted protection and if Canada adopts a policy of protection as thorough as that which has so wonderfully developed the United States there is no doubt that manufactures will develop in the Northwest more quickly than they have in Ontario.

INDUSTRIAL CANADA has from time to time referred to the numerous manufacturing industries in Brandon, Calgary, Edmonton, Strathcona and other towns in the Canadian Northwest. Medicine Hat in the territory of Assiniboia is very ambitious and hopes to rank as one of the big manufacturing

towns of the Northwest. Its citizens claim that owing to the fact that there are natural gas wells in the vicinity cheap fuel can be supplied to manufacturing industries, the success of natural gas as fuel having been proved in a number of manufacturing towns of the United States. The Medicine Hat Woollen Mills Co., Ltd., are now constructing a large woollen mill which will be in operation in the spring. This industry represents a cash investment of eighty-five thousand dollars. It will immediately employ at least forty hands and it is estimated that the company will during the first season of operation buy about half a million pounds of wool from the farmers of that district. Medicine Hat is in the centre of a great grazing country, most favorable for sheep raising. Is it not evident that it will be more profitable to the farmers of Assiniboia to sell their wool to factories near at hand than to pay high transportation charges on railways and ships to distant factories in England, Germany and other countries across the seas? Adequate protection would cause the establishment of many more woollen factories in Assiniboia.

Another Northwest industry that deserves mention is the beet sugar factory at Raymond in the territory of Alberta which cost in the neighborhood of half a million dollars. The buildings and appurtenances cover an area of nearly five acres. The main building is 350 ft. long, 70 ft. wide, and three stories high. There is a boiler house 100 ft. long, five large beet sheds and a sugar warehouse that will contain 2,000,000 pounds of sugar, a lime burning plant, a fine chemical laboratory and extensive machine shops. When running at full capacity the factory requires 50,000 gallons of water daily and consumes 400 tons of beets, 40 tons of coal and 20 tons of lime rock daily. The output for a full season's run will be ten million pounds of sugar.

Referring to the establishment of this industry in Alberta, the *Daily Times* of Brandon, Man., says: "In Alberta, as in all parts of Canada, the people are learning

the great truth that the manufacturing interests are not opposed to the agricultural interests, but rather that these two will mutually assist each other to the great benefit of all concerned. Farming is to-day and will be for many years to come the principal industry in Western Canada, but no country depending upon its agricultural interests alone can ever become truly great. Manufacture and commerce have their proper place in every community to convert the raw product into an article of greater value, and to export that article to where a demand exists for it. Let us develop the varied resources of Canada and build up a strong Canadian nation."

### DESTRUCTION OF THE BRITISH SILK INDUSTRY

WE publish in this issue an interesting article on the rise and decline of the British silk industry by Mr. James P. Murray, the well known carpet manufacturer.

The British Board of Trade returns show that in 1851 there were employed in the silk industry 130,723 persons while in 1901 it only gave employment to 39,035 persons. In 1854 only £2,225,000 worth of manufactured silks were imported into the United Kingdom from the continent while in 1899 the importations reached £16,109,583. On the other hand the importations of raw silk have steadily decreased so that now less than one-sixth as much raw silk is imported as there was forty years ago.

The full force of this evidence against free trade can only be appreciated when it is con-

### NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, March 17th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, March 10th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, March 10th.



sidered that while the silk industry of the United Kingdom has been declining under the blighting influence of free trade the silk industry of the United States has developed under high protection in a most marvellous way. The United States silk industry was in its infancy in 1860. In 1870 the value of silk production was \$12,000,000; in 1890 it had grown to \$87,000,000 and in 1902 to \$135,000,000.

There is reason to fear that if the Dominion Government does not soon give our Canadian woollen industries more protection, they may be extinguished by outside competition just as the British silk industry has been destroyed.

Mr. Murray's article, which will be found on another page, is well worth reading.

### "A MAN OF STRAW"

IN the early days of politics in the United States and Canada a device sometimes resorted to by politicians was known as "setting up a man of straw." The phrase was probably derived from the custom among farmers of making scarecrows out of straw, dressing them in men's clothes and setting them up in cornfields or orchards. In a political sense "setting up a man of straw" meant attributing to opponents a policy which they had never advocated instead of criticizing their real policy. The "man of straw" in politics was as far from being real as the scarecrow was from being a live man. It was generally regarded as a proof that a policy was good when the opponents of it could find so little in it to criticize that they were obliged "to set up a man of straw."

The opponents of tariff reform in Canada are "setting up a man of straw" when they assume that advocates of tariff revision have asked the Government to give Canada precisely the same tariff, item for item, as the United States. They take up some item in the United States tariff, show that it would not suit Canadian conditions and then claim that they have proven that the demand for tariff reform is ridiculous. But no one in Canada has ever advocated the adoption of a tariff precisely the same as that of the United States. The advocates of tariff revision simply urge the Government to adopt the United States principle of giving adequate protection to every industry that can be economically conducted in the country, taking Canadian conditions into consideration in every case.

A demand for a general revision of the tariff does not mean that every item in our tariff must be changed. It merely means that a careful investigation should be made regarding every item of the tariff and increases should be made in all cases where the present duties are insufficient to afford adequate protection.

Even from the standpoint of United States interests the United States tariff is not absolutely perfect. Defects have been discovered in it which should be remedied, but taken as a whole the tariff of the United States has had a wonderful effect in developing the industries of that country and the principles upon which it is based are worthy of imitation. Canadian statesmen would do well to take advantage of the long experience of the United States statesmen in framing tariffs to suit conditions very similar to our own. This experience is peculiarly valuable as regards the tariff relation of what are known as primary and secondary industries. The people of the United States recognize the necessity of giving the primary industries adequate protection without injury to the secondary industries that use the products of the primary industries as materials in manufacturing more highly finished products. Their experience in arranging tariff schedules to harmonize the interests of the varied industries of their country would be invaluable to Canadian statesmen.

When tariff reformers ask for a general tariff "approximating to that of the United States" it is a very different thing from demanding a tariff "identical with that of the United States." No one wants a high tariff on articles which cannot be economically produced in Canada.

Even if a large proportion of the duties in the Canadian general tariff against foreign countries were made as high as those of the United States our tariff would still be radically different from the United States tariff because the preference given to British goods would make the minimum tariff of Canada considerably lower than that of our neighbors.

The opponents of tariff revision should burn their "man of straw" and come down to sober facts. No one in Canada wants the United States tariff, but the great majority of the Canadian people do want a tariff revision that will put an end to trade conditions under which Canadians buy thirty-four times as much per head of population from the United States as the people of the United States do from Canada.

### "MADE IN CANADA"

THE "Made in Canada" campaign of the Canadian Industrial League is bearing fruit. Many merchants who formerly took pride in informing their customers that their goods were made in England, Germany, France or the United States now find that it pays to let people know that they sell goods "Made in Canada."

The *Daily Telegram* of Amherst, N. S., says: "The expression 'Made in Canada' has more significance to most of us since the banquet of the Amherst Branch of the Canadian Industrial League at which the

importance of Canadian industries and the possibilities for their greater development were impressed upon us by the able speakers who were present at that gathering. Yesterday the representative of a manufacturing firm came into the office of this paper to advertise his wares. He handed the writer a neat sample of his product which was in an attractive package, bearing the inscription 'Made in Canada.' In the course of conversation he told us that that badge was undoubtedly a powerful factor in selling his goods which were a comparatively new production. 'Our American competitors,' he said, 'realize this. They have been bringing their goods into Canada in bulk and putting them into packages here. When they found that people were demanding goods made in Canada they took every package which they had and stamped it "Made in Canada." Thus it will be seen that the manufacturers to the south have read the mystic meaning of that sign. Let us keep up our demand for Canadian goods until the Yankee manufacturer sees that if he wishes to participate in our trade he must build works in Canada and give employment to Canadians before he receives a dollar of Canadian money.'

The success of the movement to educate the people to demand goods "Made in Canada" has caused some good Canadians to believe that this spirit of individual preference for Canadian goods might prove sufficient protection for Canadian manufacturers without an increase in the tariff protection. The incident described by the Amherst *Daily Telegram* is a good illustration of the fact that national protection and individual preference must go hand in hand.

The popular demand for goods "Made in Canada" will be of little service to Canadian manufacturers if foreign manufacturers are allowed to dump their goods in this market owing to inadequate protection, for merchants can mark foreign goods "Made in Canada" just as they have in the past often marked Canadian goods as made in England, Germany or the United States when they thought they could sell them more readily by doing so.

### HOME TRADE AND FOREIGN TRADE

IN the course of his speech at the Monument National in Montreal on Feb. 6, Sir Wilfrid Laurier said:

"Last year, the exportations of the United States amounted to \$1,355,430,870. These figures, gentlemen, seem to you enormous. Compared to that, our exportations amounted only to \$211,640,280. As you can see, it is only \$211,000,000 as compared to \$1,350,000,000 in the United States. There is a vast difference. But on the other hand, gentlemen, remember this—the population of the United States, according to the last census, was 76,085,794; the population of Canada at that time was 5,374,315 souls. Now, gentlemen, allow me to draw your attention to this simple fact. If you examine that according to statistics the exportations of the



United States amounted to \$1,355,000,000, and that the population of the United States was 76,000,000, these figures show you that the exportation per head, gentlemen, was about \$20, a little more than \$20, a little less than \$21. Now, if you take the figures of the exportations of Canada, which were \$211,000,000, when our population was only 5,371,000, at how much per head do the exportations of Canada amount? You have but to divide the figure of the exportations of Canada by that of the population, and you will see that the exportations of Canada are larger per head than those of the United States; that it is no longer \$20 or \$21 per head as in the United States, but that the exportations amount to about \$40, a little less than \$40 per head. Now this is not all, let us examine the figures on another side, let us examine the total figure of the trade of the two countries, the total figure of the trade. In examining the total figure of the exportations and importations, that which shows the public wealth of a country, the total figure amounting in the United States last year to \$2,258,803,000—\$1,350,000,000 of exportation and \$908,000,000 of importations, or a total of \$2,258,000,000 which represents a total proportion of \$30 per head. The total figure of the trade of Canada for last year amounted to \$211,000,000 of exportations, as I have just told you, and \$212,000,000 of importations, which makes a total figure per head of the trade of exportations and importations, not of \$30, as it is the case for the United States, but of \$76 per head of the population. In face of results such as those, will it be held seriously that we should change our system, our fiscal policy, and that we should adopt the fiscal policy of the United States?"

Did Sir Wilfrid Laurier ever consider the vast proportions of the internal trade of the United States? He says that the exports and imports show the wealth of a country. What does the internal trade show? Last year over 18,000,000 tons of pig iron were produced in the United States. If we value that pig iron at \$12 per ton, which is much below the average price in both the United Kingdom and the United States last year, it will represent \$216,000,000. If all that pig iron had been imported instead of being produced in the United States the foreign trade figures would have been greatly increased, but would the people of the United States be any wealthier to-day? If all the cotton mills in the United States were closed down and the cottons worn by the United States people imported from foreign countries there would be an enormous increase in both the exports of raw cotton and the imports of manufactured cottons swelling the foreign trade figures of the United States so much that no Canadian politician could point the finger of scorn at them, but the home trade would suffer a corresponding reduction.

If Canada, instead of exporting pulpwood to the United States converted it into pulp and then manufactured it into paper and a variety of other articles which we now import would the Canadian people be poorer because of the reduction of exports and imports?

The iron and steel and manufactures thereof imported into Canada in the fiscal year 1903 were valued at \$42,009,168, while the woollen goods imported during the same year were valued at \$13,561,915. If half of those woollens and iron and steel manufactures were made in Canada the foreign trade figures per head of population would shrink, but the home trade would greatly increase.

About \$8,250,000 worth of Canadian farm products were exported to the United States last year and we imported from the United States about \$17,500,000 worth of similar farm products. If one half of those imported farm products were shut out by a high tariff our foreign trade figures would be reduced by about nine millions but our Canadian farmers would have a better home market.

Foreign trade is not beneficial when it cripples home trade, for as Adam Smith, the famous British political economist said: "Though the returns of foreign trade should be as quick as those of the home trade the capital employed in it will give but one-half the encouragement to the industry or productive labor of the country."

#### BUYING MEATS FROM THE UNITED STATES

**D**URING the fiscal year 1903 Canada imported from the United States meats to the value of \$1,348,473. On the other hand our total exports of meats to the United States were valued at only \$58,558. That is Canadians bought over twenty-three times as much meat from the United States as the United States bought from Canada, although the population of the United States is over thirteen times as great as that of Canada. Per head of population Canadians bought over 300 times as much meat from the United States as the United States bought from Canada.

The imports of meat from the United States in detail as given in the Canadian Government Trade and Navigation Report were as follows:

|                                                                                        |             |
|----------------------------------------------------------------------------------------|-------------|
| Salted pork.....                                                                       | \$ 515,391  |
| Bacon, hams, etc.....                                                                  | 413,576     |
| Salted beef.....                                                                       | 121,128     |
| Canned meats and canned poultry and game.....                                          | 96,750      |
| Dried or smoked meats and meats preserved in any other way than salted or pickled..... | 49,124      |
| Poultry and game, dressed and undressed.....                                           | 64,225      |
| Lard.....                                                                              | 39,963      |
| Mutton and lamb, fresh.....                                                            | 4,652       |
| Other meats, fresh.....                                                                | 32,150      |
| Other meats, salted.....                                                               | 11,514      |
| Total.....                                                                             | \$1,348,473 |

The Canadian Trade and Navigation Report tables of exports do not distinguish between exports of fresh and salted meats. The exports of Canadian meats to the United States are given as follows:

|                                   |          |
|-----------------------------------|----------|
| Poultry, dressed or undressed.... | \$15,409 |
| Game, dressed or undressed.....   | 2,749    |
| Pork .....                        | 8,631    |
| Beef .....                        | 8,668    |
| Mutton .....                      | 5,007    |
| Bacon .....                       | 747      |
| Hams.....                         | 476      |
| Lard.....                         | 130      |
| Canned meats.....                 | 6,208    |
| All other meats.....              | 10,533   |
| Total .....                       | \$58,558 |

It is noteworthy that while bacon and hams to the value of \$413,576 were imported

into Canada from the United States the total value of all kinds of fresh meats imported from the United States was only \$36,802. The explanation for this may be found in the fact that the Canadian tariff on bacon and hams is only two cents per pound while the United States tariff on bacon and hams is five cents per pound. On the other hand the United States tariff on fresh beef, veal, mutton and pork is only two cents per pound while the Canadian tariff on fresh beef, veal and pork is three cents per pound and on fresh mutton and lamb thirty-five per cent. ad valorem, which is about three cents per pound. Thus the Canadian farmer actually has higher protection on fresh meats than the American farmer, and he evidently needs all the protection he has, for in spite of it we bought more fresh meat from the people of the United States than we sold to them.

Immense quantities of fresh meats from the Western States are sold in the Eastern States in spite of the fact that the Interstate Commerce Law, which is strictly enforced, prohibits the United States railways from carrying freight for long distances at lower rates than for short distances. Indeed the branch meat shops established in the Eastern States by Armour, of Chicago have in many cases driven the local butchers out of business. It is a notorious fact that the Canadian railways often carry United States products to points in Canada at a lower rate than they carry Canadian products and but for the high protective duties on fresh meats the farmers of Ontario and Quebec would suffer disastrous competition from the Western States in their meat business.

Why is it that politicians who declare that protection is of no use to the farmers of Canada do not advocate the abolition of protection for fresh meats?

If it is a good thing to have high protection for fresh meats would it not be wise to make the protection on other meats equally high?

#### PREFERENTIAL TARIFF FOR CANADIAN GOODS

**I**N 1897 Canada declared for a preferential tariff of 25% in favor of Great Britain and the British West Indies. In 1903 the preference was increased to 33⅓%. Up till now the practical results of this preference have not been of material advantage to Canada. It has not helped the manufacturers, farmers, lumbermen, or any class of our people. Some branches of industry it has injured seriously. Canadians generally approved of the preference as it was a move towards the consolidation of the commercial interests of the Empire and it is still adhered to as a sound principle.

The preference has, however, been of great advantage to Great Britain and the West Indies. It has undoubtedly switched



orders for goods to the value of several millions of dollars from foreign to British factories. To the West Indies it gave a preference for their sugar the importance of which is now being appreciated and Canada has become their best market. To the campaign of Hon. Joseph Chamberlain, the Canadian preference was a practical demonstration of the desire of the colonies for closer trade relations.

In December 1903, the New Zealand parliament passed an act giving a preference ranging from 20% to 100% on certain enumerated articles. This list with duties was published in January 1904 INDUSTRIAL CANADA.

British Guiana has now fallen in line and the government of that colony has given a preference of 10% on all goods imported from British Dominions. In another column a list of the principal imports is given together with the duties.

The result of these preferences has been to turn the attention of the importers in the two colonies to the manufacturers of Great Britain and Canada for their supplies. It remains for Canadian manufacturers to study carefully the requirements of these markets now opened to them.

## PROTECTION AND FOREIGN TRADE

### The Wonderful Expansion of United States Exports and Imports—Exports nearly doubled since 1895.

Walter J. Ballard, the well-known American statistician, writes as follows regarding the expansion of the foreign trade of the United States under protection.

When we are figuring the exports and imports of continental United States, it is proper that we should include the goods sent to and from Hawaii and Porto Rico, so that we may properly compare our work in 1903 with that of prior calendar years, when these islands were not, as they are now, customs districts of the United States. The 1903 figures of "total exports" recently published by the Department of Commerce and Labor, through its Bureau of Statistics, gave us \$1,484,681,995, as the total of our exports. Adding our shipments to Hawaii and Porto Rico, the result is:

|                              |                    |
|------------------------------|--------------------|
| Exports to foreign countries | ...\$1,484,681,995 |
| Exports to Hawaii            | ..... 11,812,142   |
| Exports to Porto Rico        | ..... 11,819,895   |

Grand total .....\$1,508,314,032

This, more than a billion and a half dollars exports in one year, is what we have grown to from twenty million dollars in 1790 fiscal year (our earliest record); more than seventy-five fold increase. Even if we date our comparison from 1870 calendar year—the first decade year after the birth of the Republican party—we show the following

astonishing progress by quinquennial periods:

|      |                  |      |                   |
|------|------------------|------|-------------------|
| 1870 | ...\$403,000,000 | 1890 | ...\$857,000,000  |
| 1875 | ... 510,000,000  | 1895 | ... 824,000,000   |
| 1880 | ... 889,000,000  | 1900 | ... 1,477,000,000 |
| 1885 | ... 688,000,000  | 1903 | ... 1,508,000,000 |

This multiplication by nearly four in our exports in thirty-three years is about all the indorsation needed of the fiscal policies of the Republican party.

But that is not all. On the import side we show great gains; in spite of the alleged import deterring effect of protective duties. Figuring imports on the same basis as the above comparison of exports, the showing is as follows:

|                                |                  |
|--------------------------------|------------------|
| Imports from foreign countries | .. \$995,447,175 |
| Imports from Hawaii            | ..... 29,519,731 |
| Imports from Porto Rico        | ..... 10,152,923 |

Grand total .....\$1,035,119,829

Commencing with \$23,000,000 in 1790 fiscal year, this total of \$1,035,000,000 represents a forty-five fold increase.

By quinquennial periods since 1870 the growth has been:

|      |                  |      |                   |
|------|------------------|------|-------------------|
| 1870 | ...\$461,000,000 | 1890 | ...\$823,000,000  |
| 1875 | ... 503,000,000  | 1895 | ... 801,000,000   |
| 1880 | ... 696,000,000  | 1900 | ... 829,000,000   |
| 1885 | ... 587,000,000  | 1903 | ... 1,035,000,000 |

By percentages the increases in 1903 over 1870 are:

|         |                     |
|---------|---------------------|
| Exports | ..... 270 per cent. |
| Imports | ..... 120 per cent. |

The money increases are:

|         |                       |
|---------|-----------------------|
| Exports | ..... \$1,105,000,000 |
| Imports | ..... 574,000,000     |

If the foregoing record of progress does not justify continued confidence in the fiscal policies of the Republican party, what else will?

In the light of these results of Protection, John Bright, the great English Free-Trader, spoke truth when he said, "Protection would not content itself with enriching manufacturers, but will be called in to give higher wages and shorter hours of labor to your [American] workmen."

## EXPORT DISCRIMINATION

### Cutting Prices to Foreigners a Practice That Prevails in Free-Trade Great Britain

The Philadelphia Press says: The Tariff does not altogether govern the question of selling manufactured articles abroad for less than is charged at home, as the same charge is made in England against British manufacturers that is made in this country against Americans. British railroads are also charged with giving lower rates for export than for domestic purposes.

The Taff Vale Railroad in Great Britain has had complaints lodged against it by large domestic consumers of Welsh coal, because it charges them 37 cents a ton for coal shipped over the road, while the same kind of coal pays only 25 cents a ton when shipped to go out of the country. This

discrimination is defended on the ground that the coal could not all be sold in Great Britain. The same excuse is offered in the United States when steel is sold for less abroad than at home. But, as the London *Colliery Guardian* remarks, the railroads sometimes favor the foreigner because they have the home trader in a corner, and he cannot get away.

Preferential rates are given in the United States on goods for export, and in the same way less is charged for taking foreign goods to interior cities than is charged for transporting American goods over precisely the same route. But the same thing happens in England. The British complain, with good reason, of very high rates. The *Iron Trade Review* gives a part of the memorial of the Midland Chamber of Commerce to the British Board of Trade, as follows:

The trading interests of Great Britain are most injuriously affected by the discrepancy between the railway rates for the carriage of goods from foreign towns to the sea and the rates charged by railway companies in this country, which discrepancy is so great that it is possible for a foreign trader to send goods from an inland town by rail and sea, and land them at a port in this country at a cheaper rate than such goods can be carried on British railways to the same port over a similar distance.

The German Government makes rates on its railroads on goods for export much lower than was intended for home consumption. London newspapers charge British roads with favoring imported goods. There is no question that such a course is unsound, no matter where practised. There is no shadow of excuse for taking foreign products from New York to Chicago or any other city for less than is charged for similar American products, but it is done. Just who is at fault in forcing such a cut, and whether or not it is lawful, should be ascertained by the Interstate Commerce Commission, if it has not already done so. It has had the question under investigation, but nothing has been accomplished in bringing about a change.

The 1904 list of "The Export Merchant Shippers of Great Britain and Ireland" has reached the Association. It is contained in a large volume of over 1,500 pages and is an exceedingly valuable directory to all concerns engaged in the export trade. In addition to the list of shippers, the book supplies information with regard to shipping matters, an alphabetical index to the class of goods shipped, with the names of merchants shipping such goods, a trade mark directory, an export and shipping manufacturers' directory and an English and French index of trades. The book is published by Dean & Son, Limited, 160 A Fleet Street, E.C. London England, and sells at 15s. 6d.



# Executive Council

## REGULAR FEBRUARY MEETING

*Important work of the Parliamentary and Transportation Committees — Thirty-three new members passed — Arrangements for Quebec Banquet*

THE regular monthly meeting of the Executive Council, Canadian Manufacturers' Association, for February was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, Feb. 18th, 1904, at 2 p.m.

The following members were present :— Messrs. C. A. Birge, E. C. Boeckh, George Booth, C. N. Candee, J. W. Cowan, Robert Crean, R. A. Donald, P. W. Ellis, J. D. Flavell, Geo. D. Forbes, W. K. George, Jas. Goldie, W. P. Gundy, Lloyd Harris, J. B. Henderson, J. S. McKinnon, W. K. McNaught, R. McLaughlin, R. O. McCulloch, J. P. Murray, A. S. Rogers, T. A. Russell, A. W. Thomas, J. O. Thorn, C. R. H. Warnock, C. H. Waterous, Henry Wright.

Neither the President nor Vice-President being present when the meeting opened, on motion of Mr. J. O. Thorn, seconded by Mr. W. P. Gundy, Mr. P. W. Ellis was requested to take the Chair.

Communications were received as follows :

1. Regrets from members unable to be present,—Messrs. Geo. E. Drummond, H. Cockshutt, Geo. E. Amyot. The Secretary explained that the President's absence was due to illness, and that the chief officer had expressed his deepest regret at being unable to be present.

2. From the National Metal Trades Association requesting the attendance of the Secretary at the Annual Meeting to be held in Philadelphia on March 23th and 24th. It was moved by Mr. Thorn, seconded by Mr. Murray that the Secretary be directed to attend this Convention. Carried.

3. From Mr. J. M. Kilbourn, recommending a change in the reading of the Customs Law to remove the grievance of "dumping" in lines protected by specific duties where these duties were inadequate. This recommendation was unanimously referred to the Tariff Committee.

The various Officers and Committees then reported as follows, the reports in each case being regularly adopted.

### TREASURER

Mr. Geo. Booth submitted a monthly statement showing a very satisfactory state of the finances of the Association,

### SECRETARY

The Secretary reported with regard to the Branches in British Columbia, Quebec and

Montreal. Mr. F. M. Robertson had assumed the duties of Secretary in the British Columbia Branch and was making progress with his work, the first meeting of the Executive during the present year having been held on the 17th inst. In Quebec the members were preparing for the Banquet to be held there on March 5th. In Montreal the work was progressing favorably and a number of important questions were receiving consideration.

A successful meeting of the Cement Section was held in Owen Sound on the 10th inst., when special Committees were appointed to attend to important matters.

The Secretary also reported that the proposition made by the Association with respect to the exhibit of manufactured goods at the Dominion Industrial Exhibition in Winnipeg next July had been accepted by the Winnipeg Industrial Association and that details would be forwarded to the members of the Association at the earliest possible moment.

### FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. J. P. Murray. It recommended the payment of the monthly expenditure.

### RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented by the Chairman, Mr. Robt. Crean.

It recommended the confirmation of arrangements for the next monthly banquet to be held in the City of Quebec on the evening of March 5th next. It also reported progress with regard to the Annual Excursion arrangements, although no definite proposition was yet ready for presentation.

It recommended for acceptance thirty-three applications for membership, the names of which appear in another column.

### PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was read by the Secretary. It reported the regular monthly meeting, at which a number of interesting matters were discussed, as will be seen from the following quotation :

"A recommendation respecting certain changes desired in the Canadian Trade Mark and Design Act by the manufacturers

of stoves in Canada, which had been submitted at the last annual meeting and referred at that time to the Parliamentary Committee was read, and Mr. T. L. Moffatt was present to advise the committee thoroughly with regard to the changes suggested. He recommended that the term "design" should be merely specifically defined, and suggested also that the terms should be, as far as possible, identical with those of the British Act. It was agreed that the Secretary should enquire from, and secure the co-operation of, a number of the more important trades interested, and that before any action were taken the matter should be placed before the members of the Association through the columns of "Industrial Canada."

The Committee gave their consideration to the provisions of the new Assessment Bill which was soon to be brought before the Ontario Legislature. The Secretary presented a memorandum with reference to the more important changes affecting manufacturing interests. An understanding had been reached with the Premier that the Bill would not become law until the Association had been given ample opportunity to present its views.

The members of the Committee seemed to feel that the proposed measure while it did not make any general or appreciable decrease in the amount of taxes paid by the manufacturers of the Province should be looked upon with favor. Action was deferred, however, until further information should be secured regarding the provisions of the Act respecting exemptions on machinery and until the approved copy of the Bill should be laid before the House.

Incorporation of Labor Unions—Interesting letters were presented on this matter from Messrs. Marshall Cushing, Secy. National Association of Manufacturers, U. S. A., and the Hon. Carroll D. Wright, Commissioner of Labor in the United States. The matter was held over pending the receipt of further information from States authorities on labor.

B. C. Canning Industry—A letter dealing in comprehensive manner with the present grievances was presented from Mr. G. I. Wilson, the general manager of the B. C. Packers' Association. The committee recommended that this correspondence should be held over until a report concerning the whole subject should be received from the Executive of the British Columbia Branch.

It also stated that certain investigations were being made with respect to the use of



the Union Label in the Department of Labor at Ottawa.

In discussing the Assessment Act it was pointed out that a number of important matters should be called to the attention of the Government particularly the payment of an income tax by directors in incorporated companies, the furnishing of confidential information with regard to the salaries of employees and the disfranchisement of incorporated companies.

#### COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. A. W. Thomas. This report appears in another column.

#### TRANSPORTATION DEPARTMENT

The report of the Transportation Department was presented by the Chairman Mr. J. O. Thorn.

It dealt with the work covered during the past month, the collection of information respecting cartage classification and rates of all kinds, together with a brief account of the visit of the Manager of the Transportation Department to London, Montreal and Ottawa. The articles upon "The Increases in the Coast rates" and "Cartages" published in the February number of "Industrial Canada" are particularly worthy of consideration,

In adopting the report, a number of the members of the Council expressed their desire to have some action taken towards securing from the Railway Companies greater care in billing and forwarding shipments, and also a more thorough preparation for such extreme climatic disadvantages as we have recently experienced. It was pointed out that while some delays were inevitable, many others were caused from carelessness, and so far as the blockading of the roads is concerned, equipment for removing the snow was very defective, only one rotary snow plow being engaged in Ontario at the time.

The report of the Montreal Branch was presented by the Secretary and appears in another column.

The Toronto Branch was presented by the Chairman, Mr. J. P. Murray, and is also published in another column.

#### ELECTRIC POWER EXPORT

Mr. P. W. Ellis reported briefly an interview with the Premier of Ontario respecting this matter.

The regular business of the Executive Council being completed, Mr. J. H. Haslam of the Haslam Land Co., of St. Paul, Minn., addressed the members upon the subject of emigration into Western Canada. His remarks were appreciated, and the Chairman expressed the thanks of the members for the information he had given them.

The meeting then adjourned.

## TORONTO BRANCH

*Regular meeting for February—Electric power and water supply, harbor improvement and fire insurance the principal business*

THE Toronto Branch held a successful monthly meeting on Feb. 11th inst., when a number of interesting matters were dealt with.

A report from the Secretary with regard to the investigation concerning further privileges for the export of electric power from Ontario showed that the whole matter was now in the hands of a special committee appointed by the Executive Council, and no further action on the part of the Branch was considered necessary.

#### CITY WATER SUPPLY

The problem of City Water Supply, concerning which a special committee had

been making investigations for some time past, was also discussed, the discussion terminating in a resolution addressed to the City Council, urging the adoption of the recommendations made by the City Engineer with regard to an increased supply of water, and those made by the Chief of the Fire Department for increased fire fighting appliances.

#### TORONTO HARBOR

The special committee, which recently prepared such an excellent report with respect to the improvements necessary in the Toronto Harbor, were requested to continue their duties until the information which they had gleaned was placed before the Dominion Transportation Commission, which was shortly to sit in Toronto.

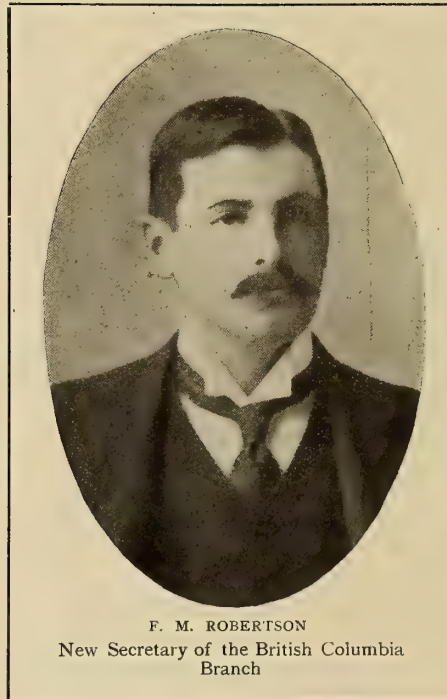
#### FIRE INSURANCE

The Secretary reported progress with regard to the investigation being made regarding fire insurance policies carried by the manufacturers of the City. Action on this matter was deferred, however, until more complete returns were received.

#### TECHNICAL SCHOOL

With a view to continuing the active interest of the Branch in the work of the Technical School, the Executive requested that the four gentlemen who represented the Branch on the Board of the Technical School last year should be constituted a visiting committee, for the purpose of visiting the School and making any reports or recommendations concerning the work which they might deem advisable from time to time. The four representatives were Messrs. A. W. Thomas, F. J. Smale, H. Van der Linde and Gerhard Heintzman.

J. P. MURRAY, J. F. M. STEWART,  
Chairman. Secretary.



F. M. ROBERTSON  
New Secretary of the British Columbia Branch

## MONTREAL BRANCH

*Arrangements made for Quebec dinner—Recommendations to Executive Council re membership and the action of sections*

THE regular monthly meeting of the Montreal Executive was held on Feb. 5th. The meeting was presided over by the Chairman, Mr. C. C. Ballantyne and fourteen other Executive members were present.

Seven applications for membership were submitted and approved of.

The Finance Committee recommended various accounts for payment amounting in all to \$337.19, most of which were for furnishing the new office.

#### GOLD AND SILVER SECTION

The Gold and Silversmiths' Section of the Montreal Branch adopted a Constitution

which allowed them to control their own membership, notwithstanding the Constitution of the general Association with regard to Sections. A committee was appointed to adjust this matter and they recommended that any application of a manufacturer in gold or silver submitted to the Branch for acceptance, should, before being accepted by the Branch, be submitted to the Gold and Silversmiths' Section for their opinion. Final action, however, to rest with the Executive Committee.

#### QUEBEC DINNER

The Executive approved of the suggestion



to hold a dinner in Quebec and suggested Saturday, Feb. 27th, as the date. A committee was appointed to see that Montreal was properly represented.

Under the heading of "New Business" the Montreal Executive discussed two matters given below and recommended the same to the attention of the Executive Council.

#### MEMBERSHIP

First: The Executive was of the opinion that the Association should guard its membership more carefully, and should outline more clearly what restrictions should be made and what qualifications be necessary to entitle an applicant to membership.

Second: In some cases the action of Sections of the Canadian Manufacturers' Association has been taken as the action of the whole Association. The Executive thought that this should be avoided if possible, and recommended to the Executive Council to adopt a rule whereby all Sections should report to the Executive Council in the same way as the Standing Committee.

Mr. W. H. D. Miller, the Manager of the Transportation Department, was present and addressed the meeting on the work of his department.

C. C. BALLANTYNE, E. H. COOPER,  
Chairman. Secretary.

## Commercial Intelligence Committee

*Action taken re correspondent members—  
A uniform Civic Holiday recommended*

**Y**OUR Commercial Intelligence Committee beg to report as follows:

The regular monthly meeting was held on the 9th inst., ten members being present.

The following important matters came before the attention of the Committee:

#### CORRESPONDENT MEMBERSHIP

Further replies have been received from those firms who were communicated with at the suggestion of the Bank of Montreal regarding the acceptance of the duties of correspondent membership for this Association in their respective centres. Up to the present time the replies have been so adverse that your Committee have now determined to abandon the method previously proposed. The selection of these representatives involves the whole question of our facilities for securing foreign information with the exception of financial reports. It has been called to the attention of the Executive Council so often within the past year, and has been so fully discussed, that we scarcely felt that it required a lengthy explanation at this time. Your Committee have decided, however, that the Association may be best represented in foreign centres by reliable firms engaged in transportation, and while not capable of representing individual firms are actively interested in building up commercial trade. In this connection, an important letter was read from Messrs. Thos. Meadows & Co. of London, suggesting that their representatives might undertake the work for this Association and enclosing a complete list. The Committee decided that a limited number of these representatives should be communicated with at once, in order to ascertain their fitness for the work and whether they would be willing to undertake it. The method of remuneration has not been fully decided upon, but it is expected that decisions upon this matter will be reached at the next meeting.

#### DUPLICATION OF NAMES

The attention of the Committee was called to the duplication of the names of a number of towns and cities in Canada. It was decided that this matter might be called to the attention of the Postmaster General at some convenient date.

An enquiry was received respecting the facilities provided by the Canadian postal authorities for sending registered parcels to foreign countries. This matter is being investigated thoroughly.

#### UNIFORM CIVIC HOLIDAY

For some months your committee have had under consideration the suggestion that a uniform Civic Holiday should be established in Ontario. The question has been taken up with the Ontario Municipal Association and the Commercial Travellers' Association of Canada. A report was presented at the last meeting, which outlined so clearly the great number of obstacles in the way of making the proposition practicable, that your committee were unanimously of the opinion that it is fruitless to pursue the question further. We would accordingly recommend that our efforts in this direction should cease, but that the office of our Association should co-operate with other bodies interested, in order to have manufacturers and others supplied with as complete a list as possible of the Civic Holidays in the Province at the earliest possible date each year.

#### DISCRIMINATORY POSTAL CHARGES

The attention of the committee was called to a resolution respecting discriminatory postal charges upon newspapers and magazines entering Canada at the present time, the charge on such matter from Great Britain being 8c. per lb., while similar matter from the United States was only 1c. per lb. These rates are made by the forwarding countries. Your committee appointed a special sub-committee to deal with the matter and report.

The special attention of the members is being directed to a study of the Metric System, and the advisability of making any recommendations respecting it at the present time.

A. W. THOMAS, Chairman.

## STEEL SKELETONS VINDICATED

**"Skyscrapers" stood the test of the Baltimore Fire wonderfully well—Brick and Terra Cotta superior to Stone**

The Baltimore correspondent of "The Iron Age" says: Experts who have made exhaustive investigations within the last two or three days are unanimous in the assertion that Baltimore's great conflagration has proven a vindication of the steel skeleton type of tall buildings. Their statements are fully borne out by the numerous tall structures now towering in grim testimony above the surrounding area which was leveled by the awful conflagration.

Like monuments, the "Skyscrapers" stand erect above the low heap of bricks and stone-debris which forms the sad memory of rows, blocks and acres of structures of the old type. As they now stand, these tall shells of incased steel, they not only testify to their own structural preservation, but clearly show that in many cases they served as fire walls, holding back the flames from districts that were saved from the fire ravages. In one case, that of the Union Trust Building, the barrier which that structure formed doubtless saved a section which was composed of the most inflammable sort of buildings, leading directly to the residential portion of the city.

In view of the terrific heat which surrounded them, almost everything combustible within this great office building was, of course, consumed; but the structure itself stands, and, with a possible exception, can be repaired by the substitution of the wood and other inflammable materials which were consumed. The steel skeletons are sound, and where thoroughly incased are excellently preserved. Such of the buildings as have been tested have been found to be in plumb and uninjured, so far as their main structural features are concerned.

On the other hand, all buildings in the path of the fire that were not built with fire-proofed steel frames were completely demolished and only heaps of smoking ruins were left to mark their sites. Another salient feature which was again emphasized was the poor qualities of resistance against fire offered by stone and the great superiority in this respect shown in favor of brick and clay products.

As, with very slight exceptions, all of the fire-proofed buildings, within the fire belt, had their steel frames covered with terra cotta and their floors of the same material in the form of hollow tile, little opportunity



is offered for a comparison of this system with that of concrete fire proofing.

The results do, however, cause the efficiency of the terra cotta coverings to stand out most prominently as means of protecting the steel frame work. The hollow tile floors also show their efficiency in fire resistance where the arches are not of too great a span. Several experts state, in this connection, that there are evidences of a tendency to place the floor beams too far apart and thus create spans too wide to be safe under conditions to which all fire proofed structures that stand in the midst of highly inflammable buildings are subjected. Here they also point to the advisability of sound, thoroughly constructed floor arches, even though their increased weight may necessitate the adoption of more liberal dimensions in the steel specifications. The fire proof roof, of course, also had opportunity to prove its great benefit. A remarkable illustration of this was found in the case of the Pratt Street Electric Power Station. It is composed of three similar buildings, each about 75 feet high and 150 by 200 feet in area. The buildings were constructed alike in every detail excepting the roof. The roofs of all were supported on steel trusses which were connected to steel columns in the walls. Two of the buildings contain terra cotta fire proof roofs. The third had a roof of two-inch wood planking covered with slate. This was completely consumed and the terrific heat buckled and twisted the unprotected roof trusses so badly as to draw the wall columns inward and cause the collapse of the entire building and ruination of the machinery. The other two buildings practically remained uninjured and it was due to this fact that Baltimore had electric lighting and street car power just as soon as the damage to the wiring could be repaired.

Another strong point was gained by brick and terra cotta in the partition walls. Where these materials were used the partitions are still in good condition, while those composed of plaster and cinder compositions and like materials were completely destroyed. The Herald Building offers a good illustration of this feature. Here all of the partitions were made of a special composition with the exception of one, which divided the hallway from the main room on the ground floor. This one was of hollow tile and is still standing. The others are destroyed. Another point which the Baltimore fire brought out strongly in connection with fire proofing was the necessity of covering the steel mullions of the windows. In several cases where this covering was not provided or not sufficient, violent twisting of the steel ensued.

In summarizing his conclusions, E. C. Shankland, the prominent Chicago engineer, who was chief engineer of the Columbian Exposition in Chicago, said that the results

show that no radical improvements are required in the fire proofing of the interiors of modern steel skeleton structures. More attention, he thought, would, however, be paid hereafter to the fire proofing of the exterior. He mentioned the fact, however, that the Baltimore fire stands unequaled as to intensity of conditions and to guard against a similar affair would be like fortifying against a tornado in calculating the resistance to wind pressures on buildings.

Mr. Shankland's reference to the extraordinary conditions attending the fire recalls the emphasis laid on this point by the many engineers and architects who have come from all quarters of the country to investigate the results. Indications show that the fire was not only absolutely unique for its intense heat and swiftness of travel, but that it was freakish, owing to the great and varied drafts and air currents. Several low structures, which have the appearance of being far less fire resisting than many that were completely destroyed, remain practically uninjured. An old frame building stands almost unscathed, while all around it are the ruins of much more pretentious and modern buildings, for it is said that the wooden survivor is some 150 years old.

U. S. Bonded Warehouse No. 1, an old, brick and granite building of the groined arch construction, with great granite columns standing in the southern portion of the fire belt, is another similar example. The exterior of the building is now intact, even the glass in the windows remaining. The interior is completely gutted, so much so, in fact, that the heavy granite pillars supporting the floor arches are considerably reduced in diameter through cracking and checking. The floors are, however, still intact. Another illustration is found in the one story building on Baltimore street, occupied by Alexander Brown and Sons. This building is of colonial design, built of brick and steel with marble trim. It stands practically uninjured, while around it were many more substantial structures, which are now in ruins, and adjoining "skyscrapers" are completely stripped of all that was of an inflammable nature. There are a number of one story bank buildings of brick, stone and steel fire proof construction, with concrete and terra cotta floors, which remain intact. These stand in bold relief in the midst of heaps of debris from surrounding buildings. In the case of the new custom house, which was in course of erection at the time of the fire, in some places the huge granite walls are severely cracked and scaled from the heat, while in others the wooden crating, which had been placed around the granite column bases for shipment, and which had not yet been removed, remained untouched by the fire. At this point a flat car loaded with the granite blocks was completely consumed, and the stone badly injured; but right near it were other cars loaded with the stone in

wooden crates, which remained unscathed, the wood here also remaining uncharred.

These facts, it is held, indicate that the flames jumped about as if from a fierce blast, touching one point and sparing another.

Chas. I. Berg, the New York architect, who is making investigations for the Building Department of New York city, expresses this by saying that the fire apparently ran its course, with the heat of a volcano and the action of a cyclone. The intensity of the heat is attested to by the fact that nowhere can any charred timbers or wood of any kind be seen. Anything of an inflammable nature burned was completely consumed. The tall office buildings show this very clearly, for all that remains of the doors, windows and frames, is the hardware lying on the floors. In these buildings the floors were sheathed with wood, nailed on wooden sleepers imbedded in concrete. A thin coating of gray ash is all that remains of the wood. Dove-tailed grooves, cleaned out thoroughly, show where the sleepers had been, and here and there a nail, often fused, tells the story of the awful heat.

The manner in which the upper stories of the tall buildings have been cleaned of all that was inflammable, shows that the heat was far greater there than below, and that the flames first flew over the tops of the buildings, making great torches of all that they touched. The 12-story Calvert Building is completely gutted above the first story, but at the main entrance the revolving door is in perfect condition, and the elevators at the bottom of their shafts are uninjured. Several rooms on the first floor of this building remain unharmed. In one of the rooms on an upper floor of this building there was not a vestige left of the inflammable materials that were in it, but a thermometer on the wall was left in perfect condition. The Merchants' National Bank Building is entirely cleaned out, even to the fusing of chandeliers in the upper stories, but the main floor is in excellent condition, the mahogany trim of the banking room not even being blistered by the heat. In the Equitable Building, where a light form of wide floor arches was used, the safes on the upper floors crashed through to the basement, staving large holes through the floors. This building, it is considered, suffered worse than any of the other "skyscrapers," and it is feared that it may have to be taken down. It is the only instance, however, where such fears are entertained, thus far.

The six-story Herald Building, which is of wall bearing construction, shows the floor arches to be in excellent shape. These arches are 6 feet 7 inches wide, 27 feet 6 inches long, and have 15-inch beams. It is reported that before the fire had reached this building two charges of dynamite were exploded under it, with a view of razing it, but without success. The top floor is



loaded with a large number of typesetting machines, all of which toppled over, but none of them broke through the floor. The printing machinery in the basement is in good condition.

As a great deal of dynamiting was done during the fire and since, the fire proof covering of some of the steel work has left it exposed in places, but examination shows the steel to be uninjured. The Continental Trust Building, which is 14 stories high, has been examined by D. H. Burnham, the Chicago architect, and pronounced to be only slightly injured and perfectly in plumb.

The Union Trust Building was subjected to a more intense heat than any of the others, and as a result the lime-stone facing was badly cracked and scaled, and will doubtless have to be removed. The steel frame and fire proof flooring are, however, in good condition. The iron and marble stairways were demolished. The stone facings of several other tall steel frame buildings will also have to be removed entirely or in part. The point is emphasized that concrete proofing did not obtain a good test owing to the small amount of it. The absence of fire proof warehouses also prevents deductions along this line. A municipal commission is to be appointed to investigate the ruins for the benefit of new fire and building ordinances. The Maryland Trust Building is in good condition and can be repaired.

Baltimore is now overcrowded with representatives of all branches of the building trade. All of the large construction companies from Boston and Chicago have men here who expect to pocket orders for new skyscrapers, and all important manufacturers of building specialties and appliances have representatives here. The hotels are filled to overflowing and lodgings are at a premium. Many of the concerns who have opened new offices have converted dwelling houses near the fire lines to this purpose. But all are waiting, as nothing definite has been done as yet. New York, Boston, Philadelphia, Chicago, architects have opened offices here, or are working in conjunction with local architects, who were able to save some of their drawings and paraphernalia from the fire.

Some of the larger concerns whose places of business were wiped out by the fire, have about made up their minds what they intend doing in the way of rebuilding, and several contractors feel assured that they will capture certain contracts. But nothing has been closed officially. There are several reasons for this period of suspense. Foremost is, of course, the waiting to see what insurance companies will or can do. The work of insurance adjustment has scarcely been begun, as entrance through the military lines, which still surround the burned section, can only be effected by strategy, the authorities fearing danger of accidents incidental to the blasting, which is still in progress among the ruins. In certain sections of the burned area the owners are allowed to enter under military escort, to attempt to get at the contents of their safes. As there is practically no salvage in the ruins, however, it is hoped that the insurance companies will proceed to straighten out the claims and the total losses.

## NEW MEMBERS

PASSED BY EXECUTIVE COUNCIL, FEB. 18, 1904

### CAPELTON, QUE.

The Nichols Chemical Co. of Canada, Limited, manufacturers of acids, sulphuric, mixed, nitric and muriatic.

### CLINTON, ONT.

The Jackson Manufacturing Co., manufacturers of boys' clothing.

### HALIFAX, N.S.

B. F. Pearson,

### INGLEWOOD, ONT.

D. Graham, Sons & Co., manufacturers of knit underwear.

### LONDON, ONT.

Canada Spice & Grocery Co'y Limited. Manufacturers of baking powder, extracts, etc.

The Dymont-Baker Lumber Co. Manufacturers of lumber, boxes, sash, doors and mouldings.

London Bolt & Hinge Works. Manufacturers of bolts, nuts, coach screws and hinges.

### MONTREAL, P.Q.

Canada Envelope Co. Manufacturing stationers, envelopes, etc.

J. M. Douglas & Co. Manufacturers of laundry blues.

Itzweire & Sarasin. Manufacturers of doors, sash, mouldings, etc.

James Linton & Co. Manufacturers of boots and shoes.

The Major Mfg. Co., Limited. Manufacturers of paper boxes, wire goods and egg fillers.

Montreal Belting Co. Manufacturers of leather belting.

Montreal Watchcase Co. Jewellery, watchcases, etc.

Munderloh & Co. Electric goods, gas fixtures, etc.

C. A. Sharpe. Manufacturers of glass mirrors.

The Smith-Patterson Co., Limited. Gold rings and jewellery.

Snowdon, Forbes & Co. Starch and flour sundries.

St. Raymond Co'y. Pulp mills.

Robt. White & Co. Shoe stock, counters, heel stock, insoling, etc.

### NEW GLASGOW, N.S.

J. W. Cumming. Mining tools of all kinds, specialty of coal augers.

Francis Drake. Aerated waters and fruit syrups.

Donald Grant & Sons. Manufacturers of sash, doors, mouldings, etc.

K.D.C. Company, Ltd. Manufacturers of proprietary medicines, known as "K.D.C." remedies.

### OWEN SOUND.

The Canadian Heating and Ventilating Co., Limited. Manufacturers of stoves, furnaces, radiators, hollowware, etc.

Taylor & Pringle Co., Limited. Ginger ale, cider, pickles and vinegar.

### PORT PERRY.

Madison S. Williams. Water wheels, circular saw-mills, etc.

### TORONTO.

The Computing Scale Co. of Canada, Limited. Manufacturers of weigh scales.

Dominion Linseed Oil Co. Linseed oil.

F. Schnauffer. Fur dresser and dyer.

### VANCOUVER.

British Columbia Mills, Timber and Trading Co. (C. M. Beecher, 3rd member). Manufacturers of doors, sash, shingles, boxes and lumber of all kinds.

### WINDSOR.

Penberthy Injector Co., Limited. Manufacturers of injectors, oilers, steam specialties.



# BRITISH SILK MANUFACTURES

*How a Great Industry of the United Kingdom was  
Ruined by Free Trade—While the same Industry  
developed in the United States Under Protection*

*By James P. Murray*

IN the year 1363, during the reign of Edward the Third, an Act was passed in which especial exceptions were made in favor of female brewers, bakers, weavers and spinsters and other women who worked in wool, linen, silk, etc. This fact shows that the manufacture of silk in some form or other was in progress at this early date in England.

A law was passed in 1454, during the reign of Henry the Sixth, protecting the silk women of London against the importation of those articles. A further Act in 1463, prohibited the importation of laces, ribbons, silk fringes, and similar goods.

The introduction of broad silk manufacture is attributed to the Flemish who settled in Great Britain in the 16th century. The industry grew to such importance that in the year 1629, the silk throwsters of London were granted a charter of incorporation.

The importance of this industry, however dates from the time when the Huguenots left France in 1685. Approximately 70,000—many who had been engaged in the fabrication of silk—settled in Canterbury, Norwich and Spitalfields. Satins, lustrings, du-capes, velvets and rich brocades were manufactured. The industry spread to Sudbury and Brainlace, and with the advent of the power-loom important centres sprung into existence at Macclesfield, Manchester, Coventry and Dublin.

The trade grew until it reached its zenith in the period between 1850 and 1860.

Until 1826, the importation of foreign silks was absolutely prohibited. In that year the duties on the raw and thrown material were greatly reduced and foreign silks were allowed to be imported at an ad valorem duty of 30 per cent. In 1846 this was reduced to 15 per cent., whilst the duties on raw and thrown silk were removed. This condition remained until 1860 when the duty on the manufactured article was entirely abolished, and from that date the decline of this industry has been both rapid and continuous.

The prosperity of 1870 and 1871, owing to the Franco-Prussian war, was shortlived. At the close of the war the decline continued.

Nowhere is the ruin more complete than in Spitalfields. A few hand looms, employing about 300, are still at work. The great silk town of the north, Macclesfield, has suffered by a falling off of nearly 50 per cent. In Coventry, celebrated for its ribbon weaving, the industry has suffered to a much greater extent. In 1859 there were about 80

ribbon manufacturers in Coventry, but with the advent of free trade, the great bulk of these people were brought to ruin, in spite of every effort on their part, individually and collectively, to adopt the most up-to-date methods and machinery, until to-day not more than 2,000 people are employed, and only very few of these on ribbons.

Unfortunately the losses in these three great centres have not been made up by gains elsewhere.

The decline has been general as the following table of persons employed, taken from the Board of Trade Returns, shows :

| Year      | Males  | Females | Total   |
|-----------|--------|---------|---------|
| 1851..... | 53,936 | 76,787  | 130,723 |
| 1861..... | 43,732 | 72,588  | 116,320 |
| 1871..... | 29,225 | 53,738  | 82,963  |
| 1881..... | 22,205 | 42,630  | 64,835  |
| 1891..... | 19,090 | 32,937  | 52,027  |
| 1901..... | 13,859 | 25,176  | 39,035  |

The average annual importations of raw silk for the years 1858 to 1860 were 8,459,038 lbs. The average annual imports of raw silk for the years 1900 to 1902 were 1,332,883 lbs.

The causes of the decline may be attributed to

1. The removal of the duty of 15 per cent. in 1860, which allowed the flooding of the home market with the productions of other countries in all of which labor is much cheaper.

2. The want of technical knowledge to which the continental countries were giving great attention in schools, trade organizations, etc. The confidence of the manufacturer that he could not be excelled.

3. The home manufacturer lost ground under the stress of foreign competition, he was driven into the hands of his creditors. The goods deteriorated, and eventually his crippled condition brought ruin.

In Italy the women and girls average 60 to 70 centimes a day for winding, cleaning and doubling the silk. The men, for throwing earn on an average for 12 hours, 2 francs to 2.50 francs. Weavers are paid by piece-work. In a day of ten hours, men earn from 1.50 to 3 francs, women earn less. These figures are less than half of what was earned by the home workers.

Dumping of foreign job stocks, though claimed by the wholesaler to be beneficial to the country, had their share in bringing on the ruin of the silk industry of England.

Adulteration, to still further cheapen the cost, to the injury of the fabric and the trade.

Quoting from the British Silk Association report of 1902, "When it is further remembered that the English manufacturer has to pay both on the carriage of his raw material

to and from the factory and the dyer, and again in sending out his manufactured goods, it will be observed how this disadvantage increases as against his continental competitors.

Cost of carriage in France for goods of silk per cwt. for 100 miles, 1s. 1d.

Cost of carriage in England for goods of silk per cwt. for 100 miles, 2s. 2d.

In criticising the conditions in Great Britain to-day, the Hon. C. H. Strutt, M. P., says that "dumping" should be put a stop to in England; he did not believe that the country gained by allowing things to be purchased below their cash price; in addition it destroyed trade.

Mr. Benjamin Warner, a sixty year old silk manufacturer of England, draws attention to what protection has done for the United States. In 1860, very few silk looms were at work; in 1870 the value of silk productions in the United States were \$12,000,000, in 1890 it had grown to \$87,000,000, and in 1902 to \$135,000,000. The United States now purchased one-third of all the raw silk that came into the world's market.

Sir Thomas Wardle gives figures to show that in 1854 only £2,225,000 sterling worth of manufactured silks were imported into the United Kingdom from the continent, while, in 1899, the importations had risen to £16,109,583, and the British home industry was ruined. He says, "Let it never be forgotten that many of these very men, both masters and workmen, who migrated to the United States when they found their occupation gone in England, met with no difficulty there, and raised up a silk industry which has now the record of manufacturing more silks than any other country."

## PATENT OFFERED FOR SALE

An English company, manufacturers of patent ice making and refrigerating machinery are anxious to find some Canadian firm who would purchase a Canadian patent or manufacture under Royalty the Lyon Refrigerators. These machines can be operated by electricity, gas, oil or steam, at prices running from about \$250 upwards. Anyone interested may address "Industrial Canada".

Mr. D. S. Mitchell, Passenger Booking Agent, Glasgow, has been instrumental in securing valuable help for members of the Canadian Manufacturers' Association and is still in a position to look after any requests that may be made. He is in touch with the many industries located in the valley of the Clyde.



# ★ Scientific Notes ★

## Thawing by Electricity

The use of electricity in thawing out waterpipes has come very widely into use during the past winter. The Montreal Heat, Light and Power Company has been experimenting in this direction with complete success. The apparatus used by them consists of a transformer mounted on a sleigh, and several lengths of wire, rheostats, etc., the outfit in charge of a foreman, a lineman, a groundman and a driver. One connection is made between the tap in the consumer's house and the company's power main; another made with either a hydrant or the tap in another consumer's house. The current is then turned on and in a few minutes the pipe is thawed out. Thus in from 13 to 17 minutes they manage to effect what formerly took several days to perform and all the inconvenience and expense connected with the digging up of the water pipes, etc., is avoided.

## A New Metal

A new metal which is similar to aluminum, but still of lesser weight, has been discovered by the French engineer, Albert Nodon, and called "nodium," after him. It is manufactured by an electric process. In color, lustre, and structure it is almost exactly like steel. Its specific weight when molten is only 2.4. Its resistance against breaking is given as about 20 pounds per square of 0.04 inch. Its constancy in the air is higher than that of aluminum. Its ductility is between 6 and 8 inches; the malleability can be compared to that of bronze. It melts at about 600°. It is suitable for being cast into forms. The conductivity for the electric current is as high as that of copper of equal weight. If natural power, especially water power, can be used for its manufacture, the cost in round figures is about 15 cents per pound. The inventor expects numerous uses of nodium in the near future, especially for electric wires and cables, for light but strong parts of motor cars, torpedo boats, men-of-war, street cars, military outfits, air ships, etc., and for castings in place of bronze, German silver, and similar metals. Nothing definite has yet been communicated as to the chemical composition of nodium nor as to the mode of its manufacture.

## Solar Motors

In the arid regions of Southern California, Arizona, Utah and other western States, the solar motor is coming into wide use. It is now about two years since the first successful motor was constructed at Los

Angeles and since then numerous large motors have been erected, which perform their work extremely well. The huge disk of glass which serves as the heat reflector of the sun's rays looks like a huge inverted lamp. It is 33 feet in diameter at the top and 13 feet at the bottom. The inside of this huge disk is made of glass, but not in large plates. There are 1788 pieces of glass, all arranged at such angles that the sun's rays will be directly focused upon the boiler. The arrangement of these individual pieces of glass is ingenious, and much of the success of the experiment is due to this. Each glass is practically a small mirror, which follows the sun and reflects the rays at one central point throughout the day. This central point is the boiler, which is suspended in the air midway of the reflector. It is mounted on solid steel braces, and is 13½ feet in length, with a total capacity of 100 gallons of water and 8 cubic feet of steam. The motor, which is used for pumping water, is of light but strong make, and mounted on delicate but powerful spindles.

The construction of such a solar motor is somewhat complicated. It offers a wide area of wind surface, which, during heavy gales, makes it a target that seems apparently unable to withstand the pressure. But it has been built strong enough to resist a hurricane of nearly 100 miles an hour. The reflector must be arranged so that it will at all times face the sun in order to take full advantage of its rays. The heavy reflector and machinery weigh many tons, but they are easily moved, and the engineer can do this without the slightest difficulty. The reflector is built on the plan of a modern telescope, having an equatorial mounting with the axis running north and south. A clock arrangement regulates its movements, and all through the day it automatically follows the sun, so that at all hours it directly faces it. In this way the full rays of the sun are focused upon the boiler, which makes the water boil within a few minutes after being placed in position. Within an hour after sunrise steam is up, and continues until within half an hour before sunset. The engineer in charge can tell when there is a true focus of the sun's rays by an indicator. Then the clock work machinery is set in motion, and the motor will take care of itself for the rest of the day, generating steam by means of the power of the sun.

From the suspended boiler the steam is conducted to the engine below through flexible bronze tubes. After being used it passes into the condenser and back again to the

boiler, thus automatically feeding it. Everything about the motor is automatic even to the oiling, and it is made to run all day without the intervention of man. It acts in this respect as automatically and independently as a wind mill. The boiler can be brought to such a heat within an hour after the sun's rays are directed upon it that the steam registers 150 pounds pressure in the steam gauge. So powerful is this heat that copper has been melted within a few minutes after being placed across the focal point. This motor is capable of producing from 10 to 15 horse-power, and lifts 1400 gallons of water every minute.

## The Lithotype in Printing

A device which is destined to make a revolution in the printing trade has been invented in the United States. It is known as the Lithotype, which provides not only for type setting, but for printing on smooth aluminum plates on rotary presses so that the invention eliminates from the ordinary printing office mechanism, many processes. It does away both with the setting and distribution of type whether by hand or machine and also with matrix, stereotype and electrotypes. The device consists of an electrical key board similar to that of the ordinary typewriter. Pressure on the keys produces perforations in a paper ribbon which passes into a machine in which the perforations are translated into letters. The transfer thus obtained is impressed on the surface of the aluminum plate which is then placed on the press.

## Timber Tests

At various points in the United States there are at present being carried on a number of tests with the object of determining the strength of the principal timbers used for construction purposes on this Continent. These tests are being made under the direction of the United States Bureau of Forestry, and are for the benefit of lumbermen, construction engineers and scientific men who are interested in the strength of different wood fibres. The Bureau of Forestry intends to make tables of the strength of the different woods to which engineers may refer when they desire to know what timbers to use for certain purposes. The tests are being made in cross-bending and breaking, compression with and against the grain and shearing. The chief timbers now being tested are, Southern Pine and Red Firs from the Pacific Coast. The timbers are of the usual grades purchased in the market and are not selected pieces.



# Transportation Department

## PACIFIC COAST RATES

*Some further remarks and figures*

COMMENT upon the article which appeared in the February issue of INDUSTRIAL CANADA dealing with the rates to Pacific Coast points, has been widespread. Many suggestions have been offered with respect to the effective regulation of these rates. All apparently agree that discrimination exists.

Through its management even the railway company most concerned, which actually controls the situation, does not define these rates beyond stating that the Canadian rates are based upon the United States rates, which may mean anything or nothing, and that the rates from Boston to Seattle are regulated by water competition. It is safe to say that of the many hundred commodity rates to Seattle published in transcontinental Freight Bureau Tariff, No 4 C. which applies from the district east of the Mississippi River to, and including the Atlantic sea-coast in the United States to points on the Pacific Coast in the United States (and to Canadian points on the Pacific Coast by the addition of an arbitrary of 5 cents per 100 lbs.) but a small fraction of these rates where applying from east coast water points to Seattle were made against water competition. In scarcely any of the Seattle rates where applicable from interior points, that is, from points taking the Buffalo, Pittsburg, Cincinnati, Detroit or Chicago basis of rates, is water competition a factor.

The absence of an effective control of rates seems to have hedged in the Canadian manufacturer with many anomalous rates.

The policy of the Canadian railways is short sighted in so far as it has not been actuated by a desire to place the Canadian manufacturer or shipper on a relative footing compared with his competitors in foreign countries. It will foster foreign manufactures and build up foreign communities. In those communities and manufacturers the Canadian railways can be but slightly interested while to the Canadian manufacturers they must largely look for, and in the development of the Canadian industrial centres they will naturally find, their real prosperity.

In the February issue but very few were mentioned of the large number of commodities upon which exist rate discrepancies. The published tariff rates on pig iron to Vancouver, etc., are from Detroit, 64 cents; Buffalo and Pitts-

burg, 66 1-5; New York, 70 cents, while the rate published from Toronto and Montreal is 75 cents. If water competition is the basis of this rate from New York, what is the explanation of the lower rates from Pittsburg, Buffalo and Detroit? Wrought iron pipe rates 68 cents from Detroit and 70 cents from Buffalo, Pittsburg and New York, while the published rate from Montreal and Toronto is 75 cents. Iron washers rate 79 3-5 cents from Detroit, 82 cents from Buffalo and Pittsburg and 85 cents from New York and Baltimore, the published rate from Montreal and Toronto being 95 cents.

Two instances may be quoted which come within the knowledge of this department. In one, a manufacturer tendered for supplying a large quantity of heavy goods. The distance from his factory to the point at which the goods were required was about 400 miles; his rate was 35 cents. His competitor, with a distance to cover of about 800 miles, had a rate from his United States factory of 27 1/2 cents. The railway companies offered and no doubt considered their offer was not an illiberal one, to protect the same rate for the shorter as that for the longer distance of which latter rate but a percentage would accrue to them.

In the other the manufacturer tendered to supply a similar line of goods where the mileage was much in favor of the Canadian factory. His rates ranged from 34 cents, carloads, to 59 cents, less than carloads, against the rates from United States competing points, (from which the mileage was much greater, and out of which rates the Canadian railways would receive but small returns) in carloads, 25%, in less than carloads, 33 1/3%, approximately lower than the rates from the Canadian factory. In the last mentioned instance the goods were supplied from the United States.

In both cases comparisons are unsatisfactory.

### PRIMAGE

PRIMAGE, as a charge against import shipments, is a charge in which many members of the Association are interested, few to the extent of knowing that it has been frequently the practice of the trans-Atlantic lines to refund this charge in half-yearly instalments.

The charge itself represented originally a perquisite of the captain, or the captain and

crew, of sea-going vessels, for services performed in port and attention in passage to the cargo upon which the primage was levied. At a later period the trans-Atlantic lines, and other owners of shipping, engaged brokers to attend to the loading and unloading of their ships; the primage in this case going to the brokers. This ship due, for which when inaugurated there was probably good reason, has become obsolete in reason but not altogether in fact. It is stated, however, that the trans-Atlantic lines are now moving in the direction of abolishing the term and charge.

It has been frequently the practice, as stated above, to refund this charge at intervals, the refund sometimes being conditional upon the shipment of all goods for certain destinations by the steamers of certain lines.

It is open for members, in so far as they are interested in this matter, to ask their steamship connections where primage is being added to import rates, for refund of primage, and it is believed that in the majority of cases this will be granted.

### IMPORT RATES

THE trunk railway systems of this country and the United States and our carriers by inland waters, have been subjecting, to some extent unconsciously, the home manufacturers to disadvantages in their home market, with which it is frequently impossible for them successfully to contend.

It is conceivable that circumstances might make it necessary in connection with import ships arriving, say, at Montreal, for the carriers to accept from Montreal to interior destinations, lower rates on import shipments than they would earn on freight of exactly the same class shipped by local manufacturers in Montreal to the same destinations. It might be the competition of another route and merely represent a difference in the division between the railways or inland water carrier and the ocean carrier.

If, for example, the carriers (ocean and rail) handling import business through New York, were prepared to carry tin plate from Liverpool to Hamilton at a rate of 22 cents, there can be no reasonable objection to a similar rate being made through the port of Montreal. As on export business, so on import business, there must be a relationship for general traffic between rates from various ports of imports, but English agents booking for the Canadian railway should not be allowed to compete with each other for certain classes of traffic via the same



port, and to secure such traffic by cutting their import rates from Montreal to the prejudice of the home manufacturer.

Goods introduced into Canada should not be carried on cut rates, unless the Canadian manufacturer is to be given advantage of relative rates. If the railway companies can agree among themselves on the maintenance of rates between Canadian points, it is reasonable to suppose that they can also agree to maintain rates on import business.

During the summer season the water route to Fort William and Port Arthur is a factor in the import and local rate situation with respect to business for Winnipeg and points west. The railways and steamship companies agree upon the basis of rates which shall be charged by their respective routes on strictly Canadian business, and it seems reasonable that they should make provision for the protection of the Canadian shippers by a similar arrangement with respect to import business. The field, no doubt, is a large one, and the conditions under which these import rates are made must necessarily vary, but the railway companies will meet with the hearty approval of the manufacturers of Canada, and assist them in their competition with foreign manufacturers by arranging to see that the same manufactured goods are not, unless the conditions reasonably warrant it, carried for a less rate from the port of import than Canadian goods from the same port of district to a common destination.

The development of the Canadian industries depends, in many cases, quite as much upon railway tariffs as upon customs tariffs, and, as there can be no question with the railway management as to the advantages that accrue to the railway companies from the development of Canadian versus foreign trade, the assistance of the railway companies in the matter of a proper regulation of import rates can reasonably be expected.

### HOW SHOULD WE ACT TOWARD CANADA?

(From *Harper's Weekly*, New York.)

It will not have escaped the notice of any close student of current events that not a few of our States on or near our northern border, including Michigan, Wisconsin, Minnesota, North Dakota and Iowa, have lately given emphatic expression to their wishes for a reciprocity treaty with the Dominion of Canada. The recent exhibition of such a state of public opinion on this side of the boundary renders peculiarly timely the article contributed to the February number of the *North American Review* by Mr. John Charlton, M.P. It is an interesting fact that the author of this striking paper was not only born, but educated in the United States. He was forty-three years old when, in 1872, he was chosen a member of the Ottawa House of Commons, and he has retained a

seat in that body ever since. It is evident from his article that Mr. Charlton has never forgotten his native land, and that his dearest hope is to take a long step toward healing the schism of the English-speaking folk in North America by assuring to both sections the blessing of intercontinental free trade. It is plain enough that Mr. Charlton wants not to create an artificial tie between the Dominion and Great Britain, but to tighten the natural bonds that connect Canada with the United States. Whatever may be the preconceptions with which the question of commercial union, or of reciprocity, with Canada is approached, it is certain that the facts and figures brought forward by Mr. Charlton deserve careful attention.

In this country it is generally taken for granted that our former reciprocity treaty with Canada was one-sided, or, in other words, was much more favorable to Canada than to the United States. The statistics brought forward by Mr. Charlton show that the assumption is unfounded. The total exports into Canada from the United States from 1854 to 1866, the terminal years being included, were \$332,927,000. The total exports to the United States from Canada during the same period were \$259,875,000. Evidently there was a balance of trade amounting to \$73,052,000 in favor of the United States. These figures, which are taken from Canadian sources, leave out of the reckoning Prince Edward Island, Newfoundland and British Columbia. The total exports from the United States to the whole of British America during the years named were \$343,326,000, and the total imports into the United States from British America during the life of the reciprocity treaty were \$318,716,000. Thus it appears that there was a balance of \$24,566,000 in favor of the United States, notwithstanding the fact that during our civil war there was an abnormal demand for horses and certain agricultural and animal products of Canada. It is further pointed out by Mr. Charlton that the balance of trade in favor of the United States was really much larger than the figures cited indicate, because a considerable part of the exports from Canada to the United States consisted of products destined to be transmitted to Europe, the direct export of Canada with Great Britain by the St. Lawrence route being at that time very small.

Few people now remember that in Grant's second administration our State Department negotiated with the British minister and a Canadian commissioner a second reciprocity treaty, which, from our point of view, was a decided improvement upon its predecessor, because it opened the Canadian market to many of our manufacturers. The treaty of 1874 put upon the free list not only all kinds of agricultural implements, but locomotives, railroad-cars, wrought or cast steel, iron bars, nails, spikes, engines, printing-presses and types, printing-paper, carriages, wagons, leather and leather goods, gray cottons, denims, tickings, tweeds and satins. Had not our Senate refused to ratify the treaty, most, if not all, of the Canadian demand for the articles just mentioned would have been supplied by the United States.

It is a remarkable fact that the exports from Canada to the United States, if we deduct precious metals and articles not the produce of Canada, were only about \$49,000,000 in 1902, or about five million more than the value of the exports from Canada to the United States in 1866, the last year during which the reciprocity treaty was operative. On the other hand, there has been a tre-

mendous expansion of imports from the United States into Canada, for consumption, during the last thirty-eight years. The value of such imports, which in 1866 was \$28,794,000, had risen in 1903 to \$137,600,000. Strange to say, the Canadians purchase more farm products from us than we buy from them. The export of farm products from the Dominion to the United States in the fiscal year 1902-3 was valued at only \$9,200,000, whereas the imports of such products from the United States into the Dominion attained a valuation of \$21,581,000.

No less noteworthy is the fact that, in spite of the tariff preference given by Canada to Great Britain—a preference which, at first, 12½ per cent., and then 25 per cent., is now 33⅓ per cent.—the American manufacturer has a stronger hold on the Canadian market than has his British competitor. The imports of manufacturers from Great Britain into Canada rose from \$26,243,000 in 1898 to \$50,473,000 in 1903. During the same six years the imports of manufactures from the United States into Canada increased from \$41,510,000 to \$76,291,000. Few persons realize that in 1902 the exports from the United States into Canada exceeded by \$36,814,000 our total exports to Mexico, the Central American States, and all of South America, from Panama to Cape Horn. The truth is that, among the nations of the world, the Dominion of Canada is the third largest customer of the United States. For our manufactures she is the *largest* customer.

There is no doubt that American farmers and lumbermen have hitherto opposed the free importation of Canadian lumber and farm products. They have feared that Canadian competition might bring about a reduction of prices. Mr. Charlton undertakes to prove that there is no ground for the apprehension. He asserts that if the whole wheat surplus which Canada had for export last year had been sent to the United States free of duty, the price of that grain would not have been depressed in the slightest degree. The Canadian wheat so imported would either have been itself exported to Europe, or would have set free for export a corresponding amount of American wheat. As regards other Canadian products, the quantity available for export seems insignificant compared with the volume of American production. For example, the total export of Canadian lumber to the United States, including what went through in bond for export to foreign countries, was equivalent to only two per cent. of the sawn lumber produced in the United States during the same year. The total export of eggs in 1903 from Canada to all the world did not amount to one per cent. of the number of eggs produced in the United States. The proportion of the value of the horses exported from Canada last year to the value of the horses in the United States was as one to three thousand. The proportion of the value of the cattle exported from Canada in 1903 to the value of the cattle in the United States was as one to five thousand. How, then, could an appreciable effect be produced upon American prices by the importation of such products from Canada?

Mr. Charlton evidently believes that if we would give the Dominion a reciprocity treaty, Canadians would take very little interest in Mr. Chamberlain's proposal to give the products of the colonies a preference in the British market. As he puts it: The proposed British preference is sentiment; American reciprocity in natural products would be business.



# Labor Column



## APPRENTICESHIP ARTICLES

*An important form of indenture adopted  
by the Employers' Association of Toronto*

THE Employers' Association of Toronto have recently adopted a form of Apprenticeship Articles for the use of the manufacturers of Toronto.

The desirability of having apprentices regularly bound has been impressed on every manufacturer; not only for the sake of his own protection but for the proper education of the apprentice. The principle of binding apprentices has been practised from time immemorial in Great Britain, and has been used to a certain extent in Canada. The idea now is to have it generally introduced so that more efficient workmen may be forthcoming to meet the continued growing demand for skilled labor. Canadian manufacturers in the past have suffered very much through the prevailing custom that permits young employees to wander from shop to shop as they feel inclined; which results in badly trained and incompetent journeymen.

### A GENERAL FORM

The form adopted by the Employers' Association has been made very general in its character so that it can be used with the amendments that are necessary in every trade. Their idea is that the Articles when certified to by the employer as having been duly completed will serve as a certificate of fitness for the young workman, and will enable him to obtain standing as a journeyman or improver.

With regard to the different provisions in the Indenture itself it may be necessary to explain the reason of their insertion and their proper interpretation.

### THE FIRST CLAUSE

In the first clause where the Company agrees to give the apprentice such opportunity for learning the trade as may be suited to his capacity, it might seem difficult in a trade divided into several departments to define a department that might be ultimately suited to the apprentice. It, however, is in the interests of the firm to employ the boy in that department in which he shows the greatest aptitude after a preliminary trial, having regard of course to his own inclination. In this way it would create in the boy the desire to do his best in acquiring skill in the department in which he would afterwards have to work for his livelihood as a journeyman.

It might be said that the parent or guardian might require something more explicit in regard to the branch in which the apprentice should acquire his skill, but as a rule the parent leaves the boy entirely to the employer to do his best with him, and as the boy shows adaptability in a particular branch it is policy to advance him along that line; for after all what the parent wanted was that the boy should be well trained in that work where he could make the best use of his ability, and that of necessity had to be ascertained by the Company.

### OUTSIDE WORK

In the clause where the apprentice's services might be required in a department other than that in which he was strictly apprenticed it would be lawful for the Company to transfer him according to the requirements of their business. This was inserted for the purpose of giving the apprentice a general idea of the requirements of the trade outside of his own department. It might be that in the department in which he was apprenticed there might be no business for the apprentice to do at some particular period and in order that he might not be idle he could be shifted to some other department in the shop where there was more work and an additional chance to learn other branches of the trade. It would be difficult always to find work steadily in a sub-department for five years, and it would be to his advantage to learn the business in connection with other departments.

### PAYMENT AND BONUS

The clause for the payment of Apprentices was purposely left blank so that it might be filled in to suit the convenience of each separate trade. However, it was considered that it would be advisable to advance the pay by 50c. every six months after the initial sum had been decided upon.

The clause authorizing the company to retain \$25.00 of each year's wages in hand is simply a clause for the employers' protection; to insure the faithful carrying out of the contract by the boy and as a preventive check against those little acts of unfaithfulness and insubordination which are experienced continually under the present system. It might seem a hardship at first to retain that amount from a boy who is

earning at the start one dollar or one dollar and a half a week, but if the policy is introduced of increasing his pay 50c. every six months that objection will be removed, for during the early period of the work the apprentice as a rule is not only not a gain to the employer but is a loss by reason of engaging the attention of the foreman and his superiors in his preliminary education.

The bonus clause is one that may be used or omitted by the employer. It was thought, however, wise to insert the provision, and it is recommended that a bonus should be given as an encouragement for faithful services and efficient work. After careful consideration it is recommended that the best method of giving the bonus is by a series of certificates which can only be realized on when the articles are fully completed.

### A METHOD IN USE

The following method has been adopted by one trade in Toronto and appears as satisfactory as any that could be suggested. After the completion of each year's services where the boy has lived up to every requirement of his articles a bonus certificate of \$10.00 is given him. This certificate may be withheld in any particular year for misconduct or other causes which might show that the articles have not been lived up to. In case of default or desertion, or any flagrant act of disobedience the certificates already given might be cancelled. If the boy, however, completes his term in the shop those certificates that have been awarded are paid by the firm when his articles are discharged.

It is thought that in this way the apprentice would be more careful to abstain from influences which might be liable to make him forfeit his chance of a bonus and to endeavor to do his duty in a way that would make him a help rather than a hindrance to his employer.

The apprenticeship articles have been received with the very greatest favor by all classes of trade in Toronto, and have been already put in force by several sections, besides by a large number of individual firms. The general opinion expressed has been that it fills a long felt want as a method for insuring the proper education of the future workmen of Canada. This is the main object of the Employers' Association, and if it is realized their work in introducing such a desirable result will be fully rewarded.

### THE INDENTURE

This Indenture made in duplicate this  
day of \_\_\_\_\_ in the year of our Lord  
one thousand nine hundred and \_\_\_\_\_



## Between

of the of in the County of  
OF THE FIRST PART,  
his now of the age of years,  
OF THE SECOND PART  
—and—

hereinafter called "the said Company,"  
OF THE THIRD PART.

**Witnesseth**, that he, the said party of the First part, with the consent of his said testified by his executing these presents, doth hereby put, place and bind him, the said to the said Company, to learn the art and trade of for the term of years, to be computed from the day of 19 and fully to be complete and ended.

And the said party of the First Part doth hereby covenant, promise and agree to and with the said Company, that during the said term of years the said

shall well and faithfully serve the said Company, their secrets keep, their lawful commands and those of their Foreman and other superior officers, at all times readily and cheerfully obey, and shall give and devote to the said Company his whole time and labor, and that he will not during the said term join or become a member of any Society that claims or attempts to control his actions or his labor in any way, or other Company, Association or Society (except the Militia) which might at any time during the said term call for his absence from his regular employment in the service of the said Company.

And that he will do no damage to the Company nor suffer any to be done by others, and if any intended damage come to the knowledge of the said then in that case he will forthwith give to the Company seasonable notice thereof; and that he will not waste the goods of the Company nor lend them unlawfully to anyone.

And the said party of the First Part doth hereby covenant, promise and agree to and with the said Company that in the event of the said being dismissed from the services of the said Company, at any time during the said term, for want of good and faithful attention to his duties, or for divulging the secrets of the said Company, or for not readily and cheerfully obeying the lawful commands of the said Company or of their Foreman or other superior officers, or for any reasonable or justifiable cause whatsoever, he, the said party of the First Part, will, on demand made therefor, pay to the said Company as liquidated damages suffered by the said Company by reason of such dismissal, one of the following sums to be determined by the length of time the said shall have been in the employ of the said Company, that is to say: If he shall have been in the employ of the said Com-

pany for one year or less, the sum of Twenty-Five Dollars. If over one year and less than two years, the sum of Fifty Dollars. If over two years and less than three years, the sum of Seventy-Five Dollars. If over three years and less than four years, the sum of One Hundred Dollars. If over four years and less than five years, the sum of One Hundred and Twenty-Five Dollars.

And if the said shall desert, or without permission of the said Company, leave the service thereof during the said term, he, the said party of the First Part, doth hereby further covenant, promise and agree to and with the said Company that he, the said party of the First Part, for such desertion or leaving the said service, will pay to the said Company, one of the following sums, to be determined by the length of time the said shall have been in the employ of the said Company, that is to say: If he shall desert or leave during the first year of his employment, the sum of Twenty-Five Dollars. If during the second year of such employment, the sum of Fifty Dollars. If during the third year of such employment the sum of Seventy-Five Dollars. If during the fourth year of such employment, the sum of One Hundred Dollars; and if during the fifth year of such employment, the sum of One Hundred and Twenty-Five Dollars.

And the said Company agree to take the said as an apprentice, and give him such opportunities for learning the said Art and Trade as may be ascertained by the said Company, their Foreman or servants, to be suited to the capacity of the said and according to the requirements of the said Company in their business.

It is Hereby Agreed that in the event of the said Company, at any time or times during the said term, requiring the services of the said in any department or branch of their business other than that in which the Art and Trade of

are required, it shall be lawful and competent for the said Company, their Foreman or other superior officers, to assign and appoint, for the time being, the said

for the performance of such work as may be required in such other department or branch of their business. And it is hereby covenanted with the said Company, that he, the said will well and faithfully perform such work.

And the said Company hereby covenant and agree to pay to the said for faithful services during the term above named, the following sums, to be paid on their regular pay-days, that is to say:—

But it shall be lawful for the said Company to retain \$25 of each year's wages always in hand, as a guarantee in addition to the covenants hereinbefore contained, for good behaviour, and as an indemnity against loss or trouble—such wages so retained to be paid at the end of the said term to the said on the full and faithful performance of his apprenticeship service, but if the said shall be dismissed from his said employment for misconduct, neglect of duty, or any sufficient cause whatsoever or if the said shall leave or desert his said employment, the said wages of each year so retained shall become forfeited to the said Company, and

any wages so forfeited to the said Company shall be deemed a payment pro tanto on the amount which the said party of the First Part would be liable to pay the said Company on account of such dismissal from or desertion of employment.

Any misconduct or neglect of duty on the part of the said

or any cause whatsoever justifying his dismissal, shall be in the discretion of and determined by the Foreman or other superior officer of the said Company, whose determination in the matter shall be final and conclusive. And the said Company further agrees to pay the said

a BONUS of DOLLARS after the full and faithful completion of his apprenticeship to the entire satisfaction of the said Company, at the said term. IT is hereby further understood and agreed that nothing herein contained shall bind the said Company to keep the said

as an apprentice should he prove insubordinate or inefficient or unsatisfactory in any respect to the said Company, and the said Company shall have full power to discharge the said

for any of the above causes. The said discharge to be in writing.

And it is further agreed and understood that if during the first year of the said term it shall appear to the said Company, or Foreman, or other superior officer of the said Company, that the said

is unfit physically or mentally to learn or acquire the said Art and Trade, it shall be lawful for the said Company to dismiss the said

from their employment, but in such case the said party of the First Part shall not be called upon to pay any damages to the said Company on account of such dismissal, nor shall the said forfeit any part of his wages to the said Company.

Any time lost by the said during any year of his said apprenticeship, at whatever time and from whatever cause arising, shall be made good to the said Company by the said and the year in which the said time has been lost shall be extended until it is fully made up, and the next succeeding year of the said apprenticeship shall not be deemed to commence until the said lost time shall have been made up in the manner aforesaid.

And any time lost by the said during the final year of his employment with the said Company at whatever time or from whatever cause arising shall be made good to the said Company before the said final year's service shall be deemed completed.

The said Company may at their discretion increase the wages of the party of the Second Part without otherwise affecting this agreement.

In Witness Whereof, the said parties of the First and Second Parts have hereunto set their hands and seals, and the of the said Company has hereunto set his hand, and caused to be hereunto affixed the Corporate Seal of the said Company the day and year first above written.

Signed, Sealed and Delivered

IN THE PRESENCE OF



# Industrial Activities

## OF THE MONTH



*Contributions of interesting news items are invited*

THE capital of the Vancouver Engineering Works of Vancouver, B.C. is to be increased and larger extensions and improvements made to the plant.

At the convention of the National Master Painters' Association at Toronto during the week of February 8th, an exhibition of paints, varnishes, brushes, glass and wall-paper was held. Canadian Manufacturers of these lines were well to the fore, with tasty displays well interspersed with the Association's handsome "Made in Canada" cards. Visitors from the United States expressed unfeigned surprise at the excellence of the Canadian products. It was noticeable that the United States Manufacturers represented either had Canadian plants in operation, had resident agents, or were about to establish factories in Canada.

The premises of the Keith & Fitzsimons Co., at Toronto, were damaged by fire on February 9th, to the extent of \$4,000.

The Gilmour Door Co., Limited, of Trenton, have increased their capital from \$100,000 to \$250,000.

The firm of Ritchie & Ramsay, manufacturers of coated paper, etc., at New Toronto, has recently been incorporated with a capital of \$200,000.

The Canadian General Electric Co., at Peterborough, are building two Curtis steam turbine generators for the Toronto Electric Light Co, said to be the first Curtis turbines to be made in Canada.

The old firm of Simon Peters, of Quebec, has assigned, with liabilities of \$70,000.

A pipe factory is to be started in Vancouver, B.C., the chief mover being P. E. Fisher, president of the Pacific Coast Pipe Company, with works at Ballard and Spokane.

The Southam Printing and Lithographing Company of London have recently moved their offices upstairs to secure more room for heavy stock on the ground floor.

The Ontario Wind Engine and Pump Co have received an enquiry from a Government farm in one of the Islands of the West Indies for one of their Canadian Air-motors.

A branch office is to be opened in Vancouver by the Canadian Westinghouse Co., Limited.

The Guelph Foundry Co. of Guelph, are erecting a new factory and warehouse 40x100 feet and 4 stories high.

The Toronto Bedding Company will shortly move into their new factory on Jefferson Avenue. A foundry and machine shop will be operated in connection with the main factory.

The factory of the National Table Company at Owen Sound will be rebuilt immediately.

The new mill of the Canada Corundum Co., at Craigmont, Ontario, will have a daily capacity of 600 tons and an output of grain corundum which will be worth between \$2,000 and \$3,000.

The Alaska Feather & Down Co., Limited, of Montreal have purchased the bedding business of Bromley & Co., of Winnipeg, and will establish a branch factory and warehouse there under the direction of Mr. A. W. Johnston.

The Merchants Cotton Company's shareholders held their annual meeting in Montreal last month and elected James Crat-her president and the Hon. Robert McKay, vice-president.

The factory of the Berlin Felt Boot Company was totally destroyed by fire on February 16th, with a loss of \$150,000.

The two upper stories of the mill of the American Cereal Co., at Peterboro, were damaged by fire on the 12th inst to the extent of \$15,000.

At the annual meeting of the Montreal Cotton Company, held last month, Mr. S. H. Ewing was elected President and Mr. James Wilson, vice-president.

The Bailey Cutlery Works at Brantford have ceased operations and the plant has been sold.

The Enterprise Hosiery and Underwear Co., Limited was recently established at Toronto Junction. The company has a government charter and is capitalized for \$40,000 in 1,600 shares of \$25.00 each. About 35 hands are employed in the manufacture of ladies' and men's underwear, hosiery and knitted goods.

Browne & Wells, Limited, of Toronto, have had most gratifying results from an

exhibit at the Colonial Products Exhibition in Liverpool. They were awarded a gold medal for P. McIntosh & Sons' Swiss Food, a gold medal for the Canadian Office and School Furniture Co.'s Sovereign Desks and a gold medal for the Canada Cabinet Co.'s filing system and filing devices.

Rhodes, Curry & Co., Amherst, N.S., have added an axle plant to their works, with a capacity of 100 axles per day.

Despite the lowness of the water and the formation of ice, the Canada Paper Company has been able to keep its full equipment of five machines going in its paper mill at Windsor Mills.

The W. H. Wilson Company, Limited, have been incorporated at Tilsonburg with a capital of \$40,000, to manufacture vinegar, pickles, jams, jellies, sauces, etc.

The Brantford Hosiery Company, Limited, have been incorporated with a capital of \$75,000, to manufacture knitted hosiery and underwear.

The Canadian Bridge Co., Limited, of Walkerville, have increased their capital from \$250,000 to \$400,000.

Letson & Burpee, manufacturers of canning machinery at Vancouver, B.C., have in preparation plans for the manufacture of \$5,000 worth of machinery for canning crawfish in New Zealand.

Mr. Richard T. Brown has accepted the position of resident manager of the Nova Scotia Steel & Coal Co.

The Canadian Copper Co.'s smelting plant at Copper Cliff, Ontario, was damaged by fire to the extent of \$150,000 on February 19th.

A fire at the Turnbull Elevator Co.'s factory in Toronto did damage to the extent of \$5,000 last month.

The Eugene F. Phillips Electrical Works Co., Limited, of Montreal, will shortly commence the erection of two large factories in St. Louis, a suburb of Montreal.

The factory plant and other properties of the James Cooper Mfg. Co., at Rockfield, Quebec, have been sold to a syndicate, to be known as the Canadian Engineering Co.

The factory of the Menzie Mfg. Co., of Toronto, was damaged by fire to the extent of \$30,000 on February 24th.



The capital stock of the Carter-Crume Co., Limited, of Toronto, has been increased from \$1,975,000 to \$2,050,000.

The John Goodison Thresher Co., of Sarnia, Limited, have received authority to increase their capital stock from \$99,000 to \$300,000.

The leather factory of J. E. Edwards & Co., at Bracondale, Ontario, was damaged by fire on February 13th.

The plant of the Cardinal Mfg. Co. has been purchased by the Edwardsburg Starch Co., of Cardinal, who will in future manufacture their own box supplies.

The George F. Bryan Mfg. Co. Limited have been incorporated at Winnipeg with a capital of \$100,000 to manufacture brooms, brushes, etc.

The firm of I. Matheson & Co., Limited, of New Glasgow report that they have been receiving large orders for equipment of coal mines; the mining industry being at present very active.

No. 1 blast furnace of the Dominion Iron and Steel Company's plant, which has been closed down for several months has been relighted. Three furnaces are now in operation. The rod mill is nearing completion and the small billet mill will be pushed forward as rapidly as machinery is available.

Mr. Joseph Haycock has received the appointment of supervising officer in connection with the claims for bounties on binder twine manufactured in Canada. The bounty is 75 cents per 222 pounds, which is equivalent to the export duty charged in the Philippines on all Manila fibre exports to countries other than the United States. The bounty will be paid on all twine made in Canada after September 1, 1903.

The factories of the Berlin Felt Boot Co. were destroyed by fire on February 16th, with a loss approximating \$100,000.

The total production of pig iron in Canada during 1903 was 265,418 gross tons, as against 319,557 tons in 1902, 244,976 tons in 1901 and 86,090 tons in 1900.

On December 31, 1903 Canada had 15 completed blast furnaces of which 9 were in blast. Of the total, 11 use coke for fuel and 4 use charcoal. Three coke furnaces and one charcoal furnace were being built.

The new furnace which the Nova Scotia Steel and Coal Company is erecting at Sydney Mines, Cape Breton, will probably be completed in June. It will have a daily capacity of 200 tons.

Mr. E. T. Carter of Toronto, a member of the Canadian Manufacturers' Association, died on March 2, at Nassau, West Indies. He was the successor of the late John Hallam.

Fire did \$20,000 damage to the factory of the Merchants Dyeing and Finishing Company, Toronto, on February 29.

The Ontario Bureau of Mines places the output of Portland cement in the Province during 1903 at 695,260 bbls. The value is estimated at \$1,182,799. Seven hundred and eighty hands were employed and \$368,504 paid out in wages during the year.

The Ogilvie Flour Mills Co. have contracted for the erection of an elevator at Fort William with a capacity of half a million.

H. Murton's flour mill at Guelph was destroyed by fire on March 1.

The Walkerville Wagon Co's. plant at Walkerville has been sold to a company in West Lorne.

In the monthly report of the Department of Trade and Commerce of Canada for November, 1903, which was received at the office of INDUSTRIAL CANADA on Feb. 12, 1904, a valuable exposition of the French customs regulations is to be found contained in a lengthy letter from Mr. Anatole Poindron, Commercial Agent of Canada for France. A perusal of the whole of this letter by Canadian exporters is to be recommended.

Catalogue F 602 of the Jenckes Machine Company, Limited, Sherbrooke, deals with the Farrel Ore and Rock Crusher. The various styles and sizes of the crusher are illustrated and the work they are designed for is explained.

Two catalogues have been received from Madison Williams, of Port Perry, Ont. One deals with Saw Mill Machinery and the other with Turbine Water Wheels and Power Transmission Machinery. Both catalogues are neatly gotten up and supply much useful information.

The works of the International Harvester Co. (Deering Division) at Hamilton are now nearing completion. The total cost has been about one quarter of a million dollars.

#### RECENT INCORPORATIONS

Jones Bros. & Co. have been incorporated at Toronto with a share capital of \$60,000 to manufacture and deal in barbers' supplies, etc.

The Canadian Steam Boiler Equipment Co., Limited, have been incorporated at Toronto with a capital of \$75,000 to manufacture steam boilers and furnace and boiler equipments.

The Victoria Cement and Power Co., Limited, have been incorporated at Lindsay with a capital of \$500,000 to manufacture Portland cement and generate and transmit electric energy.

The Electric and Train Lighting Syndicate, Limited, have been incorporated at Montreal with a capital of \$150,000 to manufacture and deal in electrical and mechanical devices.

The O'Brien Brewing and Malting Co., Limited, have been incorporated at Klondike City with a capital of \$200,000 to carry on the business of brewers and maltsters.

The Keewatin Flour Mills Co., Limited, of Ottawa, have been incorporated with a capital of \$2,000,000 to carry on the business of grain and flour dealers.

The Davis Leather Co., Limited, have been incorporated at Newmarket, Ontario, with a capital of \$50,000 to manufacture and sell leather.

The Fowlds Co., Limited, have been incorporated at Hastings, Ontario, with a capital of \$40,000 to manufacture lumber, etc.

La Compagnie de Tannerie de Quebec have been incorporated at Quebec under the Dominion Statute to carry on the manufacture of leather.

The D. B. Martin Company, Limited, have received letters of incorporation from the Dominion Government for the purpose of carrying on a general meat packing business at Montreal. The capital is \$100,000.

J. M. Ross, Sons & Company, Limited, have been incorporated at Brampton under Dominion Statute with a capital of \$299,000 to manufacture stationary engines and other machinery.

Letters of incorporation have been granted The Laprairie Brick Company of Montreal with a capital stock of \$300,000.

McIntyre, Son & Company, Limited, have been incorporated at Montreal under Dominion Statute to manufacture, etc., cottons, yarns, cloths, etc. Capital \$1,250,000.

Barclay, Glass & Co., Limited, have been incorporated at Dundas with a capital of \$20,000 to engage in the manufacture of pianos and other musical instruments.





# Foreign Trade News



## EXHIBITIONS

*London*—A Furniture Trades Exhibition will be held in the Agricultural Hall, London, England, from April 11 to April 21.

*St. Louis*—The St. Louis International Exhibition will be open from May 1 to October 31 of the present year.

*Brescia*—A National Industrial and Agricultural Exhibition for Italy will be held at Brescia, Italy, during May.

*Islington*—An International Shoe and Leather Fair will be held at Islington from October 31 to November 5.

*Dublin*—It is proposed to hold an International Exhibition of Arts and Manufactures in Dublin in 1906. An influential committee has been formed to make the necessary arrangements, and a large site has been secured.

*Liege*—A Universal and International Exhibition is to be held at Liege, Belgium, during 1905. The central administration is located at 14, Quai de l'Université, Liege, Belgium.

*Cape Town*—The South African Exhibition will be held at Cape Town during the months of November and December, 1904, and January, 1905.

*Cordova*—A Territorial Exposition is to be held at Cordova, Spain, during the latter part of May, 1904. The industrial and agricultural products of the whole province of Andalusia will be shown. The exhibition will afford a good opportunity for the display of agricultural machinery.

*Nantes*—An important Industrial and Agricultural Exposition is to be held at Nantes, France, from May 5 to September 22, 1904. Space is for sale at \$4.82 per square metre for machinery and implements and \$7.72 per square metre for all other products.

### Improvements at Cape Town

The docks at Cape Town, as far as equipment is concerned, have been greatly improved of late. All the electric cranes which have been erected are in full working order and cargo is lowered directly from the ships into trucks without any intermediate handling. A splendid sorting shed, capable of accommodating 6,000 tons of cargo has also been erected. Additions are to be made to the plant of the power station. Two additional dynamos have been ordered, which

will supply the power to work the 23 new cranes that have been ordered for the equipment of the south arm.

### The Canadian Court

A splendid work for the advancement of Canadian industry in the British market is being accomplished by the displays of goods of Canadian manufacture in the Canadian Court of the Crystal Palace in England at the present time. A furniture exhibit has recently been held in which the principal exhibitors were the Canada Furniture Manufacturers, Limited. This month an exhibit of minerals from various parts of the Dominion is the main attraction. The value of these displays is unquestionable and should do much to open the eyes of British consumers to the extent and resources of Canada. Information regarding exhibits of any class of goods will be supplied by the manager of the Court, together with terms for space and sale of samples.

### Manufacture of Hemp in Japan

The United States Consul-General at Yokohama writes to his Government that special attention is being paid to the manufacture of hemp in Japan. Nets are the principal line manufactured, though other materials besides nets are produced. While flax is raised freely in Japan, a great deal has to be imported to supply the demand, as much as 5,227 tons having been brought in during the first six months of 1903. There are four hemp spinning companies in Japan, besides which spinning is carried on as a household industry in the northern provinces. These sources fully supply the domestic demand for all grades except bleached hemp yarn, which Japanese manufacturers have not the means of producing.

### Canadian Furniture in Egypt

The Monthly Report of the British Chamber of Commerce of Egypt for January devotes some attention to the Egyptian trade in furniture. The importations have increased from £44,467 in 1896 to £93,720 in 1902. Of this latter sum £43,641 came from Austria. These Austrian imports consist principally of the cheapest class of furniture, such as bentwood chairs and veneered goods. The report goes on to say, "That it is not impossible to compete with such cheap goods is shown by the admirable manufactures recently imported into Egypt from the Dominion of Canada. This furniture, made of Canadian "golden oak," has a most finished appearance, and is of thorough and durable workmanship. Owing to the cheapness of the raw materials

in Canada, a highly organized and specialized system of manufacture and packing, and an enormous production, it can be sold in Egypt at the price of much inferior goods from other countries."

### Discharging at Table Bay

The *Cape Times* of January 4, 1904, contains the following paragraph in regard to the discharging of cargos in Table Bay: "It is very satisfactory to be able to announce that vessels arriving in Table Bay are now being very expeditiously discharged. The number of vessels arriving in the Bay has recently diminished, but, even bearing this in mind, it is very creditable that they are brought into dock without undue periods of waiting. To take one instance of what is comparatively a common occurrence: The American barque Challenger, 13,399 tons (Pedersen, master), arrived in the Bay on November 29, with 2,500 tons of timber from Port Townsend, consigned to Messrs. Purcell, Yallop and Everett, Limited. The discharge of this cargo of 2,500 tons was accomplished in sixteen days, which is at the rate of 56 tons per day more than a vessel is required to discharge under the regulations of the Table Bay Harbor Board."

### Tendencies in Australia

By slow degrees Australia is becoming an industrial country and the wants, which a few years ago were supplied from outside the Commonwealth, are now being filled at home. A comparison between the imports of 1899 and 1902 has been instituted by Mr. J. S. Larke, the Canadian Commercial Agent at Sydney, N.S.W., which illustrates this tendency. For example, the importations of common soap have dropped from £52,321 in 1899 to £18,016 in 1902 and of boots and shoes from £348,295 to £260,436. These are articles in large demand, for the manufacture of which Australia can supply the raw material. The change is clearly illustrated by the increase in the number of industries, the number of artisans and the horse-power used. From 1899 to 1902, the number of hands increased from 55,646 to 67,269, and the horse-power from 33,080 to 52,713.

### Western Australia Needs

Mr. D. H. Ross, writing from Perth, West Australia, enumerates several lines which should have a ready sale in that country. Buggies and light wagons for farmers' use, constructed of well-seasoned timber, can undoubtedly be marketed. Pick and shovel handles of first-class quality are required in the mining districts and axe-



handles in the heavily-timbered country. Screen doors, windows, etc. are being extensively imported. In the mining districts the needs are many, comprising machinery, electrical appliances, asbestos boiler covering, rubber belting and packing, belt stretchers and fasteners, filter cloth, axle grease, oils, oil filters, lubricators, steel rails, truck wheels, etc. Compressed oatmeal in cans could be readily disposed of in gold-field centres.

#### Decrease in French Trade.

The monthly summary of French trade for January, prepared by M. Anatole Poindron, Canadian Commercial Agent for France, has been received. Importations for the month totalled \$72,178,800, a net increase of \$1,212,400 over the corresponding month of 1903. This increase was made up of food products and manufactured articles, raw materials showing a decline. Exportations totalled \$60,008,400, a decrease of \$4,928,600. This decrease was felt principally in the department of manufactures, which showed a falling off of over five and one-half millions. The net result is a decline in French trade of \$3,716,200 between the two months under consideration.

#### Trade in Hull

In a report to the Minister of Trade and Commerce, dated February 13, Mr. J. B. Jackson writes concerning the prospects of the development of trade between Hull and Canada. As yet there is no direct steamboat service between Hull and Canadian ports. This is looked for in the near future, particularly if the Yorkshire coal men can only compete with the United States markets in industrial, gas and cannel coal and coke. In that event it will be easy to secure cargo for the voyage to Canada and a valuable market in Yorkshire will be opened up to Canadian shippers. Mr. Jackson in interviews with the merchants of Hull, found them most anxious to facilitate trade with Canada, especially in grain, timber, flour, butter, cheese and fruit. Prices of these commodities are said to be quite often better in Hull than in Liverpool. Several furniture men have taken up Canadian furniture in the district and travellers introducing Canadian lines have been well received.

#### Canadian Consular Reports

A step in the right direction has been taken by the Department of Trade and Commerce at Ottawa. The publication of a series of weekly reports has been begun. No. 1, dated Feb. 1st, contains several reports from Canadian agents in the West Indies with regard to the importation of Canadian butter and cheese among the Islands. The report is got up much after the same style as the Daily Consular reports of the United States.

## BRITISH GUIANA PREFERENCE

*The colony of British Guiana grants a preference of 10 per cent. in customs charges to Great Britain and Canada*

BRITISH GUIANA has declared for preferential tariffs within the Empire. Canada, New Zealand and British Guiana have now given to Great Britain and to each other an advantage over the foreigner in their markets. To the Mother Country the advantage is without promise of compensation; to the sister colonies it is a preference for a preference.

The British Guiana preference amounts to a reduction of 10% of the duties. Most of the duties are specific; the general rate for articles not in the specific list is 15%. 10% reduction on a 15% duty amounts to very little but in a market where the United States supplies over 30% of the imports it will no doubt turn some lines of business to Canada or the Mother Country.

In some of the specific duties it amounts to considerably more. The duty on flour is \$1.00 per bbl. The advantage of 10 cts. per bbl. to Canada is considerable.

There are other reasons operating at the present time favoring an increase of the British Guiana-Canada trade. The United States receives Porto Rica sugar free of duty and gives a large preference to Cuban sugar. The British West Indian sugar is not needed. Canada on the other hand gives a preference of 33 1/3 % to West Indian sugar. The result of such tariff discrimination and preference is to make Canada the best market the West Indies have for their sugars and the imports are showing great increases monthly.

The British Guiana merchants are favorably disposed to Canada and much prefer to do their buying within the Empire.

Canada and British Guiana have direct steamship communication by Pickford and Black steamers sailing fortnightly from St. John and Halifax. This service is not entirely satisfactory. The steamers are slower and the sailings not as frequent as those on the lines running from New York.

#### TOTAL IMPORTS

##### Imports into British Guiana 1902-1903.

|                              |             |
|------------------------------|-------------|
| Animals, Food and Drinks and |             |
| Narcotics .....              | \$3,266,201 |
| Raw Material .....           | 194,068     |
| Manufactured Articles .....  | 3,401,451   |
| Coin and Bullion .....       | 69,872      |
| Total .....                  | \$6,731,600 |

The trade was divided as follows:

|                      |             |
|----------------------|-------------|
| United Kingdom ..... | \$3,495,935 |
| United States .....  | 2,172,856   |
| Canada .....         | 400,695     |
| India .....          | 155,358     |
| All other .....      | 705,766     |

Below are given the importations into British Guiana for 1902-3 of various articles that Canada can well compete in, together with the customs duties:

| ARTICLE.                                              | SPECIFIC DUTY.    | QUANTITY.      |
|-------------------------------------------------------|-------------------|----------------|
| Bacon and Hams,...                                    | \$ 0 02 per lb.   | 15,757 lbs.    |
| Bags and Sacks,...                                    | 1 25 per 100 bags | 1,238,478 bags |
| Beef, pickled,.....                                   | 2 00 per bbl.     | 6,910 bbls.    |
| Biscuits, sweetened<br>sugared and fancy              | 0 05 per lb.      | 54,090 lbs.    |
| Bread, biscuits, not<br>fancy or in tins...           | 0 50 per 100 lbs. | 304,998 lbs.   |
| Bread, biscuits,<br>fancy, in tins.....               | 0 75 per 100 lbs. | 33,526 lbs.    |
| Buckets and pails...                                  | 0 50 per doz.     | 3,523 doz.     |
| Butter .....                                          | 0 02 per lb.      | 464,946 lbs.   |
| Cards (playing) pack                                  | 0 16 per pack     | 3,742 p'cks    |
| Cartridges (filled)...                                | 1 50 per 100      | 39,316         |
| Cement per bbl. of<br>400 lbs.,.....                  | 0 25 per bbl.     | 10,308 bbls.   |
| Confectionery. ....                                   | 0 06 per lb.      | 89,393 lbs.    |
| Corks (cut). ....                                     | 0 10 per lb.      | 17,598 lbs.    |
| Corn brooms. ....                                     | 0 20 per doz.     | 2,192 doz.     |
| Gunpowder, fire-<br>works.....                        | 0 40 per lb.      | 1,555 lbs.     |
| Fish (tinned or<br>canned).....                       | 0 02 per lb.      | 324,557 lbs.   |
| Flour of wheat,....                                   | 1 00 per bbl.     | 194,180 lbs.   |
| Fruits preserved in<br>juice.....                     | 0 05 per lb.      | 83,542 lbs.    |
| Grain, not oats.....                                  | 0 00 1/4 per lb.  | 6,067,833 lbs. |
| " oats .....                                          | 0 00 1/4 per lb.  | 3,773,864 lbs. |
| Hams.....                                             | 0 02 per lb.      | 214,256 lbs.   |
| Hay and chaff .....                                   | 0 10 per 100 lbs. | 609,639 lbs.   |
| Lard and com-<br>pounds not more<br>than 2% water.... | 0 01 per lb.      | 354,535 lbs.   |
| Milk, preserved.....                                  | 0 01 per lb.      | 457,508 lbs.   |
| Nails and spikes....                                  | 0 00 1/4 per lb.  | 504,850 lbs.   |
| Paints, mixed for use                                 | 0 75 per cwt.     | 272 cwt.       |
| " Pigments in oil                                     | 0 60 per cwt.     | 2,487 cwt.     |
| Soap, costing less<br>than 4c. per lb...              | 0 00 1/2 per lb.  | 1,736,979      |

|                                              | AD VALOREM DUTY<br>OF 15%. | VALUE     |
|----------------------------------------------|----------------------------|-----------|
| Bicycles, Tricycles and<br>accessories ..... | "                          | \$ 10,287 |
| Boots and Shoes.....                         | "                          | 113,660   |
| Cabinetware and Up-<br>holstery .....        | "                          | 9,901     |
| Clothing, ready made.                        | "                          | 22,634    |
| Hardware and Cutlery.                        | "                          | 134,712   |
| India Rubber and Gutta<br>Percha.....        | "                          | 19,149    |
| Leather and Leather<br>Manufacturers.....    | "                          | 21,076    |
| Linen, Cotton and<br>Woollen Goods.....      | "                          | 831,050   |
| Linoleum Oil Cloth.....                      | "                          | 10,038    |
| Musical Instruments .....                    | "                          | 7,376     |
| Paper and Paper manu-<br>facture.....        | "                          | 14,983    |
| Saddlery .....                               | "                          | 4,477     |
| Stationery.....                              | "                          | 33,341    |
| Umbrellas and Parasols                       | "                          | 11,388    |
| Wood manufacture.....                        | "                          | 8,197     |



## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers apply to the Secretary, at Toronto.*

**Agencies—Bermudas**—A gentleman for some years in the manufacturing agency business in Bedford, Mass., is removing to **Hamilton, Bermudas**, and desires there to represent Canadian manufacturers.

**Bombay**—An agent with headquarters in **Bombay**, but with business connections throughout India, desires to represent Canadian manufacturers of paints, varnishes, and colors, brushes and rubber tires for carriages.

**London**—An import and export house, especially interested in chemicals and oils, wishes to hear from Canadian firms seeking either buying or selling agents in the United Kingdom.

**London**—A firm of general agents, who claim a good connection among the grocery and provision trade, invites offers from Canadian shippers either upon a commission basis or as actual buyers.

**Montserrat**—A commission and general merchant in **Montserrat, B.W.I.**, is in a position to represent Canadian manufacturers in any line of dry goods, hardware, etc.

**Panama and South America**—An agent favorably known to Canadian merchants and who has connections in **Panama, Central and South America** and has already represented some Scotch firms in these countries, desires to secure agencies of Canadian manufacturers.

**Porto, Portugal**—A wholesale commission merchant in **Porto** asks for catalogues and price lists in the following lines,—champagne, medicines, cutlery, cement, medical products, drugs, etc. He sends several references.

**Wellington**—An importer and indent agent in **Wellington, N. Z.**, asks for catalogues, price lists and terms for manufacturers of pianos, organs, typewriters, books, school, office, and church furniture. He is in a position to give as reference the Secretary of the Chamber of Commerce and a leading New Zealand Bank.

**Building Material**—A merchant in **London, England**, with experience of the African market is seeking the agency for the United Kingdom of a Canadian shipper of woodwork for building construction.

**Cottons**—A merchant in **London, England**, possessing a connection in South America would like to get in touch with Canadian manufacturers of cotton goods of all kinds who may wish to develop trade. He is about to return to South America. Will send good references.

**Crushers**—A merchant in **Hamburg, Germany**, desires to procure crushers for breaking oyster shells into powder. He wishes to sell the same on commission for cash payments. He sends references.

**Flour**—A firm of flour merchants in **Liverpool** is desirous of establishing a connection with some first-class Canadian mills able to give large and regular supplies.

**Fruit**—A German firm is desirous of entering into correspondence with a good Canadian house with a view to importing Canadian products, more especially fruit (apples, applechop and evaporated apples).

**Fruit (canned)**—A provision merchant, covering a fairly large district in the **North of England**, is open to take up agencies for canned fruits, etc., from Canada.

**Furniture**—Enquiry is made by a firm in **Leith, Scotland**, for names of Canadian furniture manufacturers in a position to export office furniture, roll-top desks, chairs, etc., for English and Scotch markets.

**Hardware**—A **London, England**, firm, having hardware stores in various parts of Chile, asks for catalogues of Canadian manufacturers fully priced and discounted for export, for goods packed and delivered, f.o.b. New York payments to be made prompt cash.

**Hardware**—A **London** agent, with a knowledge of the hardware trade, is seeking a few good Canadian agencies for the United Kingdom.

**Lard**—Enquiry comes from **Russia** for the addresses of some Canadian firms exporting lard.

**Machines (washing)**—A merchant in **Ystad, Sweden**, established since 1853, desires to purchase the above for cash. He sends as a reference his bank.

**Machinery**—A merchant in **Phillipville, Algeria**, carrying on a business embracing all kinds of machines and machinery, desires to procure from Canadian manufacturers catalogues and prices in the following lines,—mowers, sawmill edgers, bottling machinery, neostyle duplicators, typewriters, machines (woodboring, carpenters' boring, hub boring, mortising, etc.), street cleaners, air and steam

drills, metal boring machines, mining machinery, milling machines, machine tools, butter and cheese factory machinery, tinsmiths' machinery, spraying machines, road making machinery, well boring machinery, mill machinery, reapers, steel and steel galvanized windmills.

**Oils, Paints, Paper, Etc.**—A merchant from **North Sydney, Australia**, carrying on a wholesale and retail business in that city for some time, will be in Canada sometime in March or April and desires while here to arrange to procure, if possible, lead, oils, turpentine, colors, wall papers, paints, kalsomine, brushes, etc.

**Plows**—A merchant in **Ystad, Sweden**, established since 1853, desires to purchase the above for cash. He sends as a reference his bank.

**Poultry**—A gentleman in **London, England**, with experience of the poultry trade, is anxious for connections with one or more large Canadian exporters of fowls, and offers good references.

**Provisions**—(a) A Colonial produce merchant in **London**, with good connections, is desirous of opening up business relations with some Canadian exporters of eggs, butter, cheese, bacon, etc., who are not already represented in England.

(b) The agency for a reliable Canadian firm of provision exporters is desired by a **London** agent with experience of the trade.

**Pulp (fruit)**—A **Manchester** house asks to be placed in communication with Canadian producers of fruit pulp.

**Salmon**—Enquiry comes from **Russia** for the addresses of some good Canadian firm exporting frozen salmon.

**Windmills**—A merchant in **Ystad, Sweden**, established since 1853, desires to purchase the above for cash. He sends as a reference his bank.

**Woodenware and Novelties**—A **London** agent with a knowledge of the novelty and woodenware trades, is seeking a few good Canadian agencies for the United Kingdom.

## AS GENERAL MANAGER

Young man with extensive experience as general manager of large manufacturing concern, member of Canadian Manufacturers' Association, will shortly be open to consider a good business proposition, with investment if desired. Exceptional references as to business record and character.

Communications addressed to the Secretary, Canadian Manufacturers' Association, will be forwarded.



### THE ASSOCIATION LIBRARY

The Bureau of Provincial Information of British Columbia has issued its Eighteenth Bulletin on the subject of "Industrial Conditions in British Columbia" during 1903. The report deals with mining, agriculture, fruit growing, live stock, fisheries, the lumber industry, and concludes with a summary of commercial conditions. It has been got up with the usual attention to appearance, which characterizes the British Columbia Government publications.

The British Foreign Office has issued in its Diplomatic and Consular Reports a further account of the development of technical education in Germany. The report supplies a list of German Technical Schools which have departments for mechanical engineering, and supplies details concerning courses in these schools, curriculum and much other valuable information.

The Pedlar People, Oshawa, Canada, have placed in the library of the Association their catalogue of sheet metal building material. This is a large volume of nearly 300 pages, bound in cloth, and is filled with excellent illustrations of the metal designs manufactured by the firm. In the opening pages are to be found illustrations of the interiors of buildings which have been covered by them. The book gives an excellent idea of the quality of the work turned out by the Pedlar People.

Volume II. of the Bulletin of the National Metal Trades' Association of the United States has been received by the Association. It contains the twelve issues of this important publication for 1903, in which the labor problem is the chief subject of discussion. Many admirable articles on all phases of unionism are to be found in its pages, which will repay the reading.

The Phoenix Pioneer and Boundary Mining Journal has published a special illustrated edition, in which the mines and smelters of the Boundary District of British Columbia are described. The issue has been tastily gotten up and is bound in serviceable form. The information contained in its pages is valuable.

In its issue for February 13, 1904, *Hardware and Metal* publishes several letters from Western Canadian retailers on the subject of Canadian manufactured goods in the West. These expressions of opinion coming from reliable sources should be read with interest.

The Monthly Record of the Manchester Chamber of Commerce for January 30 contains the Annual Report of the Chamber for 1903, together with an article on the

Improvement and Better Utilization of the Canals of Great Britain.

U. S. Consul Miller, Niuchwang, China, writes an extremely interesting report on "Conditions in Manchuria," which appears in the Daily Consular Reports for February 15. Several illustrations of Harbin, the Russian capital of Manchuria, are supplied.

The Department of Trade and Commerce must certainly be complimented on No. 3 of its Weekly Trade Reports issued on February 15. Six excellent letters are published from Canadian Commercial Agents in various parts of the world, which supply most useful information. The new venture of the Department in issuing Weekly Reports is to be commended.

The report of the Post Master General for the last fiscal year has been published. It shows among other things that the estimated number of letters posted in Canada during the year was 235,791,000, a substantial increase over the preceding year.

The *Iron Age* publishes in its issue of Feb. 25, a series of admirable pictures of the great Baltimore conflagration with the object of proving the effectiveness of a properly constructed steel building to withstand fire. It sums up its investigation with the words, "If properly protected from the direct contact of the flames, steel will withstand the effects of fire."

Several Diplomatic and Consular Reports have arrived from England during the course of the month. Number 3118 deals with the Trade of South Italy for the year 1903; No. 3116 with the Finances and Commerce of Belgium in 1902 and Budget Estimates for 1904; No. 3117 with the Trade of Indo-China for 1902.

The Mayor and City Clerk of Fort William have published a booklet on "Municipal Ownership at Fort William," being a reply to the "Special Commissioner" of the Ottawa *Free Press*.

The report of the Select Standing Committee on Agriculture and Colonization, which was appointed by the last Dominion Parliament, has been issued in a blue book. The contents deal with different departments of agricultural work, in which are included drainage of farm lands and forest preservation and propagation. A section is devoted to the climate and soil of the Yukon. The second part of the report contains much valuable information derived from the Deputy Minister of the Interior on Canadian immigration in 1902.

The Labor Bulletin of the Commonwealth of Massachusetts for January contains

several articles of interest. The Eight Hour Day is discussed with reference to the laws of each state of the Union. An article on Early Closing and Half-Holiday Laws of Australia supplies useful information.

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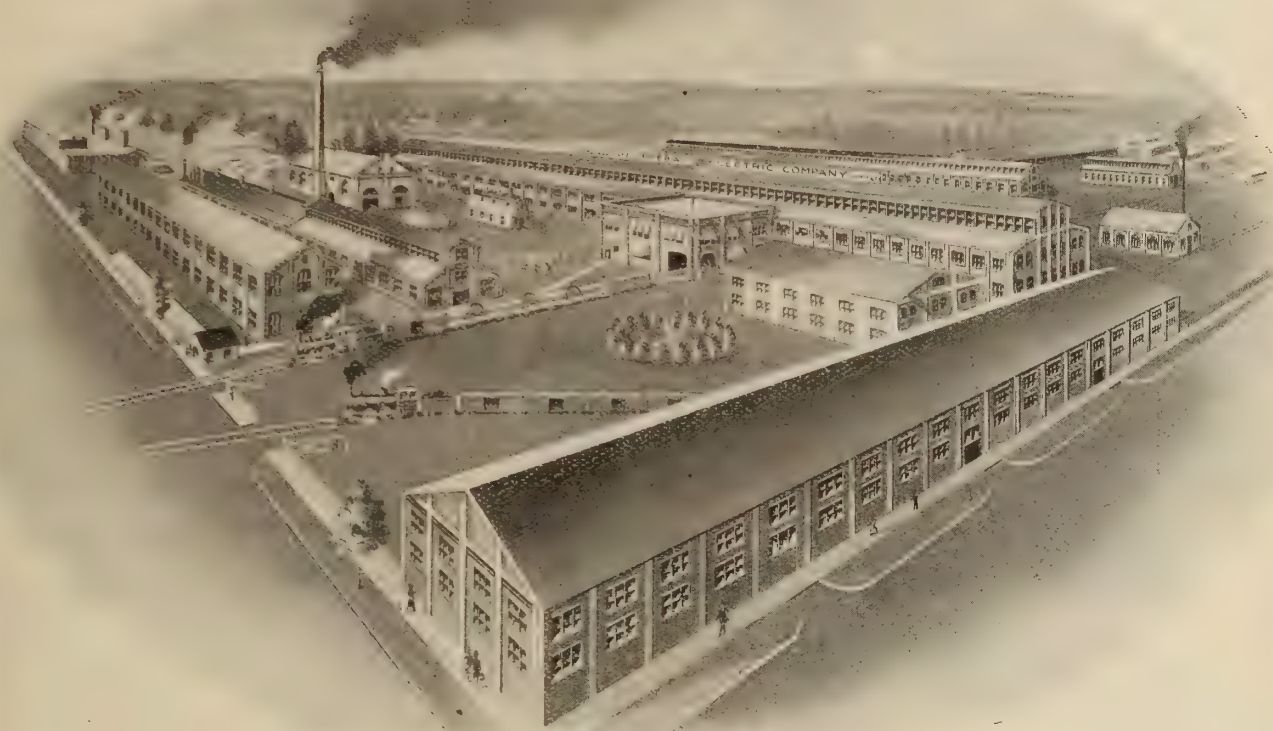
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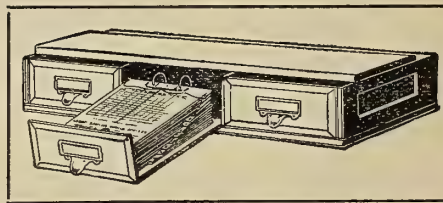
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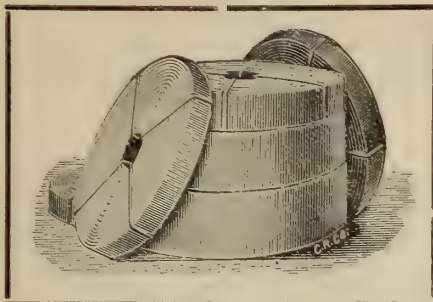
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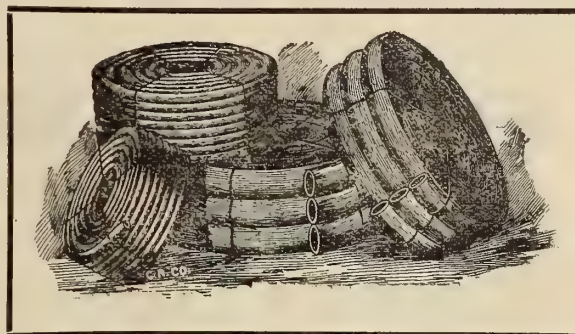
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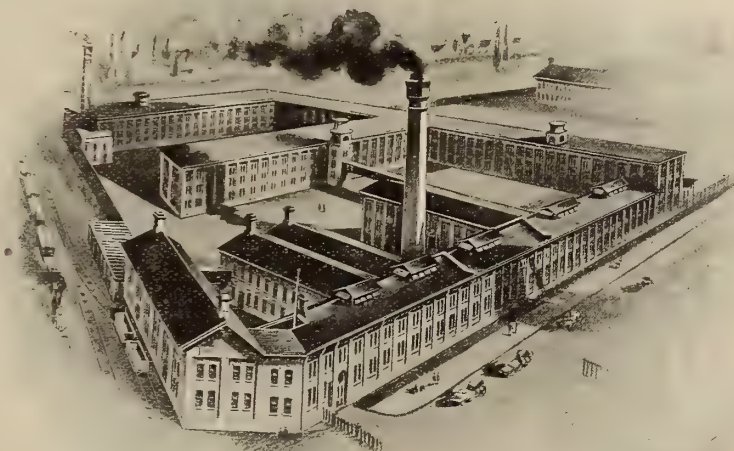
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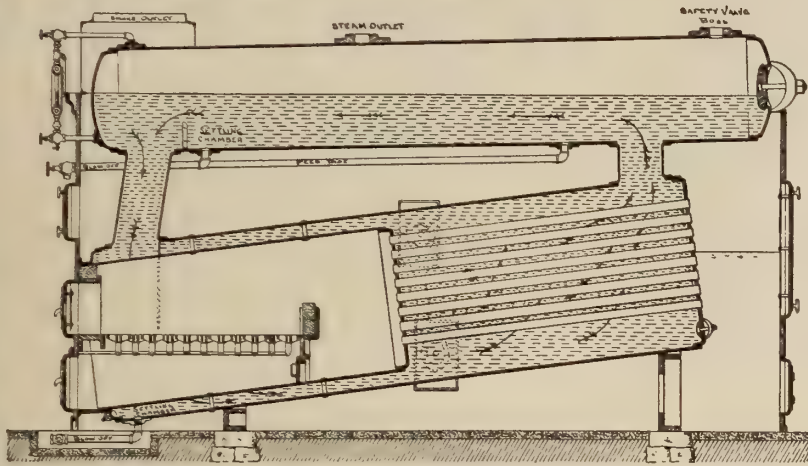
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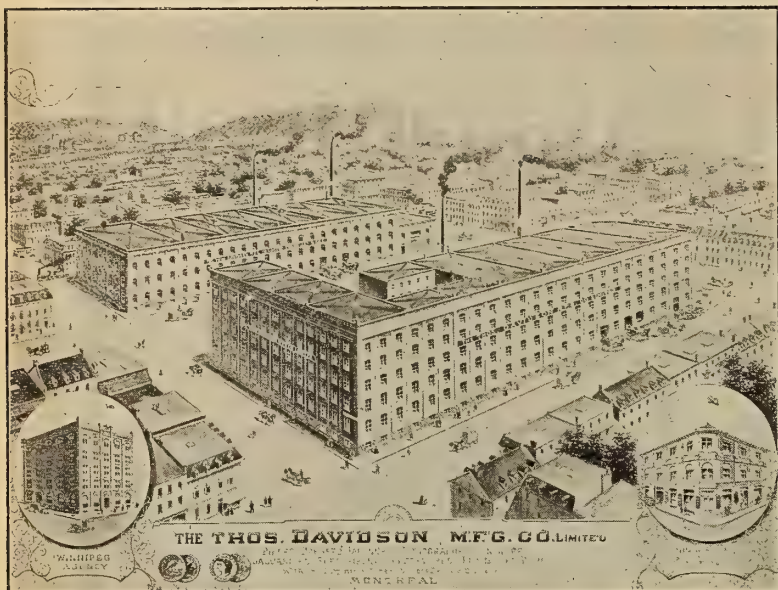
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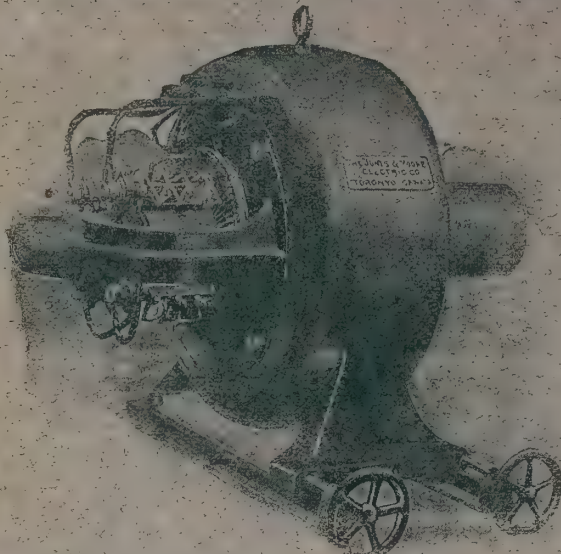
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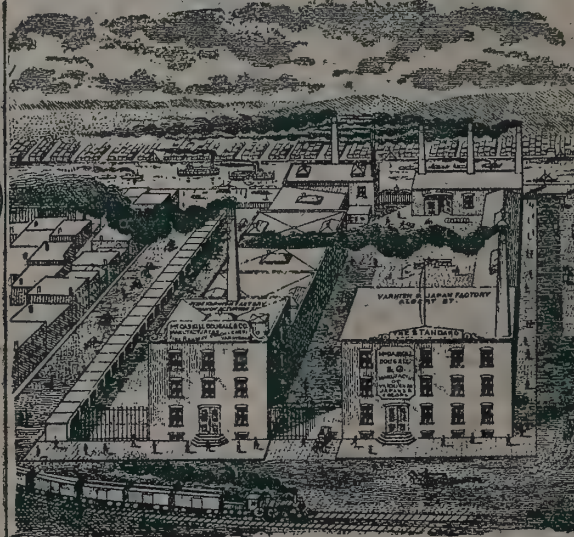
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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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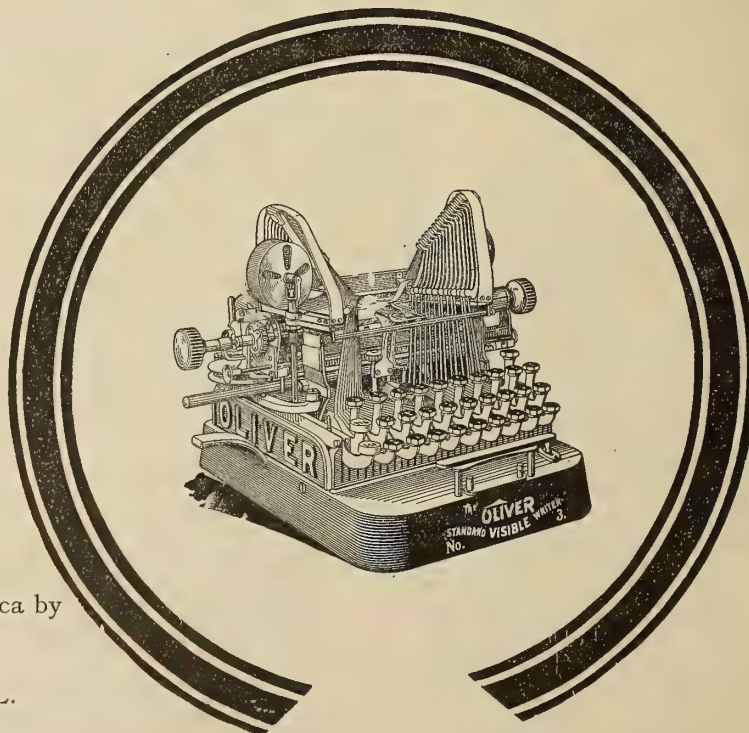
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INDUSTRIAL CANADA

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INDUSTRIAL CANADA circulates to

1. All Members of the Canadian Manufacturers' Association.
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NEWFOUNDLAND EXCURSION

THE Executive Council of the Canadian Manufacturers' Association has endorsed the proposal to make the annual excursion of the organization for 1904 to Newfoundland and the Maritime Provinces. The trip will, in all probability, be made during the early part of July. It is proposed to charter an ocean vessel sailing from Montreal and touching at the following points—Charlottetown and Summerside, P. E. I., St. Johns, Newfoundland, Sydney, Halifax and perhaps St. John, N. B. The itinerary will, no doubt, provide also for a trip into the interior of Newfoundland.

To those who have seen the beauties of the Maritime Provinces and the home of the great fishing industry, and who have also experienced the pleasure of taking part in any of the C. M. A. excursions, the trip will have many attractions. Those who have not been fortunate enough to see the Eastern part of our great Dominion or to join these best of all excursions have a treat in store for them. Apart from the pleasure of the trip, we desire as Canadians and citizens of our Empire to become more closely acquainted with the business community and the citizens of Newfoundland. They are our nearest fellow-subjects, and no doubt, there will be great pleasure in meeting them in their Island home. The arrangements for the Excursion are, as yet, in their preliminary stages. We trust, however, that the members of the Association are looking forward to the event, and that as many as possible will arrange to join the excursion party. It is expected that the trip will occupy about three weeks.

THE "METRIC SYSTEM"

THE special attention to the members of the Association is directed to an interesting paper published in this issue dealing with the Metric System, prepared by Mr. Arnold W. Thomas, the Chairman of the Commercial Intelligence Committee

of this Association. The interesting manner in which the subject is treated makes it entirely unnecessary for the editor to commend it to our readers, but as the question is being seriously discussed by English speaking peoples at the present time, it is important that the business men of Canada should grasp its true significance and acquaint themselves as far as possible with the advantages offered by the System. These are briefly set forth in Mr. Thomas' article.

The discussion of this subject affords an interesting example of the questions dealt with by the Commercial Intelligence Committee. No live commercial problem escapes their notice, and they are always active in securing and distributing information which may assist the members of the Association and the Canadian public generally in dealing with important commercial issues. Mr. Thomas deserves the thanks of the Committee and of the members generally for this interesting paper.

AN UNSTABLE TARIFF

THE opponents of tariff revision continually reiterate the declaration that Canada should have a stable tariff. Tariff instability, they say, is the greatest commercial curse.

It is very true that tariff instability is disastrous to commercial and industrial interests, but it does not follow that the tariff should never be revised. One reason why the tariff now in force requires revision is that it is essentially unstable because the duties are largely *ad valorem*, and consequently go up as prices go up and down as prices go down. A tariff that continually fluctuates as prices change cannot be regarded as stable. In some lines of production Canadian manufacturers who had sufficient protection a year ago have not enough protection to-day, because although the Government has not altered a single item of the tariff the *ad valorem* duties have been reduced automatically as prices went down in foreign countries. Some of our manufacturers who have ample protection to-day may have insufficient protection six

NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, April 21st, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, April 14th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, April 14th.

A general meeting of the members of the Halifax Branch in the offices of the Board of Trade, Halifax, N.S., on Thursday, April 14, 1904.

A general meeting of the members of the Nova Scotia Branch in the Halifax Hotel, Halifax, N.S., on Thursday, April 28th, 1904, at 8.15 p.m.

months from now if prices in foreign countries happen to go down in the meantime, because the *ad valorem* duties which now protect them will decrease as prices decrease. A general decrease in prices in foreign countries will indicate a falling off in the home demand of those countries, and thus just as the Canadian duties are being automatically reduced the foreign competition may become most keen.

In revising the tariff specific duties should be substituted for *ad valorem* duties so far as practicable, and in cases where *ad valorem* duties are retained they should be made high enough to ensure adequate protection no matter how prices fluctuate. A well arranged specific tariff may average lower than an *ad valorem* tariff, and yet afford better protection because it can be relied upon when protection is most needed.

EGGS, BUTTER AND CHEESE

DURING the fiscal year 1903 we imported from the United States for consumption in Canada 505,113 lbs. of butter, 179,479 lbs. of cheese and 534,485 dozen eggs, while we exported to the United States only 50,745 lbs. of butter, 56,676 lbs. of cheese and 46,773 dozen eggs. Thus we bought from the United States about ten times as much butter, about three times as much cheese and about eleven times as many eggs as we sold to that country. Our imports of butter, cheese and eggs from the United States for consumption were valued at \$289,317, while Canadian exports of the same products to that country were valued at \$24,440. Per head of population Canadians spent about 157 times as much on butter, cheese and eggs produced in the United States as the people of the United States spent on Canadian butter, cheese and eggs, assuming that the present population of the United States is in round numbers 80,000,000 and that of Canada 6,000,000.

These figures are not very encouraging to those Canadians who believe that the United States is the natural market for Canadian farmers. Will anyone argue that Canadian farmers cannot produce enough butter, cheese and eggs to supply the Canadian people and that these importations from the United States are necessary? Why not shut them out by increasing the protection? The tariffs of the United States and Canada on butter, cheese and eggs are as follows:

| | United States Tariff | Canadian Tariff |
|--------------|----------------------|-----------------|
| Butter..... | 6 cents per lb. | 4 cents per lb. |
| Cheese | 6 " " " | 3 " " " |
| Eggs..... | 5 " " doz. | 3 " " doz. |

If the Ottawa Government would pay the Government at Washington the compliment of making the tariff on butter, cheese and eggs the same as the United States tariff the additional protection would give our Canadian farmers a better home market.

THE YEAR BEFORE WAS WORSE

IN the March number of *INDUSTRIAL CANADA* it was shown that while our total exports of meats to the United States in the year 1903 were valued at \$58,558, the value of meats imported from the United States for consumption in Canada was \$1,348,473. But bad as the showing was for the year 1903 that of 1902 was worse. In 1903 there was an attempt to corner meats in the United States. Prices went up and consequently smaller quantities of meats were sent to Canada than during the preceding year. If we take the fiscal years 1902 and 1903 together we find that Canada imported from the United States in those years 29,350,021 lbs. of meats valued at \$2,926,425, without including poultry and game dressed and undressed. On the other hand our total exports of meats to the United States in those years only amounted to 992,162 lbs., valued at \$98,477. That is Canadians bought over twenty-nine times as much meat from the United

States as the United States bought from Canada, although the population of the United States was about fourteen times as great as that of Canada at the last census. Per head of population Canadians ate about fourteen times as much United States meat as the people of the neighboring republic ate of Canadian meat. United States meats are imported into every Province and territory of Canada.

The imports of meats from the United States in detail as given in the Canadian Government Trade and Navigation Reports for 1902 and 1903 were as follows:

CANADA BOUGHT FROM UNITED STATES

| | |
|-----------------------------|-----------------|
| Salted pork | 12,359,632 lbs. |
| Bacon and hams | 8,217,498 " |
| Salted beef | 2,921,336 " |
| Canned meats..... | 1,919,101 " |
| Lard | 1,799,195 " |
| Dried or smoked meats..... | 799,921 " |
| Mutton and lamb, fresh..... | 96,022 " |
| Other meats, fresh..... | 599,211 " |
| Other meats, salted..... | 638,114 " |
| Total | 29,350,021 " |

The Canadian Trade and Navigation Report tables of exports do not distinguish between exports of fresh and salted meats. The exports of Canadian meats to the United States in 1902 and 1903 are given as follows:

UNITED STATES BOUGHT FROM CANADA

| | |
|----------------------|-------------|
| Pork..... | 80,928 lbs. |
| Bacon and hams..... | 380,756 " |
| Lard | 1,226 " |
| Beef..... | 94,839 " |
| Canned meats..... | 82,087 " |
| Mutton | 55,570 " |
| All other meats..... | 296,756 " |
| Total | 992,162 " |

The value of dressed and undressed poultry and game imported as given in the Trade and Navigation Reports for the two years was \$127,422, but the quantities were not given. The value of the exports of Canadian poultry and game to the United States was \$26,500.

NEWFOUNDLAND SHOULD COME IN

EVER since Confederation was accomplished there has been a standing offer to Newfoundland to join the Dominion, but although the British North America Act provides for its admission whenever the people of the ancient Colony want to come in, Canadian statesmen of both political parties have in the past appeared to care very little whether the invitation was accepted or not. A few years ago Newfoundland was willing, but the Canadian Government of that day haggled over the terms and lost a great opportunity to round out the Dominion. However, at the present time the politicians of both political parties in Canada seem to favor an earnest effort to persuade the Newfoundlanders to become Canadians. It has been announced that Sir Wilfrid Laurier is in favor of re-opening negotiations with Newfoundland and the Government can probably depend upon the hearty support of the Opposition in making any reasonable concessions to satisfy the islanders. Mr. Robert L. Borden has been earnestly advocating the annexation of Newfoundland to Canada ever since he became Conservative leader, and there is no doubt that he voices public sentiment in this matter.

The settlement of the French shore question removes the only objection to the proposed union from a Canadian point of view, and our Government can afford to concede much better terms than were offered a few years ago, when the dispute with France over this question threatened to bring about serious complications which might have been very embarrassing to Canada.

In view of the probability of Newfoundland soon becoming a Province of the Dominion, its trade statistics will be of interest to Canadian manufacturers. The latest figures at hand are those for the fiscal year 1902. In that year Newfoundland's total foreign trade amounted to \$17,389,209 as compared with a trade of \$10,415,796 for the fiscal year 1898, an increase of over 66 per cent. in four years. The imports were valued at \$5,188,863 in 1898 and at \$7,836,685 in 1902, an increase of over 51 per cent., while the exports were valued at \$5,226,933 in 1898 and at \$9,552,524 in 1902, an increase of over 82 per cent. in four years. In 1898 the exports exceeded the imports by \$38,070; in 1902 the exports exceeded the imports by \$1,615,839. If Newfoundland's commerce continues to develop at that rate it will attain great proportions in a few years. It is not to be expected that trade will continue to increase at this extraordinary rate, but as both Canadian and American capitalists are now interesting themselves in the development of the great natural resources of this big island, a steady increase in trade may be hoped for.

The value of the total imports and exports from and to each principal country during the year 1902 were as follows:

| | Imports from | Exports to |
|---------------------------------|--------------|-------------|
| Great Britain | \$2,244,179 | \$2,104,932 |
| British West Indies | 179,226 | 442,662 |
| Canada | 2,612,043 | 1,046,109 |
| Gibraltar | ... | 698,089 |
| Other British possessions | 20,166 | 673 |
| Brazil | 149 | 1,711,520 |
| Germany | 33,467 | 159,174 |
| Italy | 1,668 | 112,039 |
| Portugal | 25,724 | 1,452,944 |
| Spain | 80,314 | 251,676 |
| St. Pierre | 14,566 | 11,303 |
| United States | 2,501,806 | 1,207,461 |

The quantities and values of the principal articles of merchandise imported during the year 1902 were as follows:

| Article. | Quantity. | Value. |
|--------------------------------------|----------------|------------|
| Butter | 539,900 lbs. | \$ 104,321 |
| Coal | 109,728 tons | 345,968 |
| Flour | 368,459 bbls. | 1,326,676 |
| Hardware | ... | 260,197 |
| Cotton, woollens & ready-mades | ... | 1,014,581 |
| Leather | ... | 200,780 |
| Leatherwares | ... | 101,478 |
| Molasses | 1,166,607 gal. | 181,773 |
| Pork, salted | 25,337 bbls. | 388,474 |
| Salt in bulk | 50,600 tons | 132,535 |
| Sugar | 5,600,200 lbs. | 135,406 |
| Tea | 955,980 " | 154,340 |
| All other articles | ... | 3,466,358 |

The island of Newfoundland has an area about one-third larger than that of Scotland, and the colony also owns the territory of Labrador with its extensive Atlantic coast line. It is rich in mineral resources, has vast timber areas as yet untouched by the axe, and its fisheries are of immense value.

WE WILL NOT COMMIT SUICIDE

ALDERMAN HERBERT B. AMES, of Montreal, has been addressing British audiences in favor of Imperial Preferential Trade, and is reported to have warned them that if Canada did not get a preference from England there was danger that the Dominion might accept offers of reciprocity from the United States. Alderman Ames is a patriotic Canadian and has done very great service to the city of Montreal, both by his successful campaign against corruption in municipal politics and by his ability as an administrator when chairman of important committees of the city council, but if his speeches in England are correctly reported by the cable dispatches, he has made a great mistake in telling the British people that Canada's attitude on the question of reciprocity with the United States depends upon whether we get a preference in the British market or not.

The Canadian people will be glad to get a preference in the British market, but they have no intention of committing national suicide if such a preference is not granted. The home market is far more valuable to Canadian producers than either the British or United States market and if the Canadian market is secured to our own people by adequate protection the country will be prosperous and progressive whether we get a preference in Britain or not.

THE DUTY ON COAL

THE United States has re-imposed the duty on soft coal which was temporarily suspended owing to the strike. At the time the duty was removed an agitation arose in Ontario in favor of reciprocating by the removal of the Canadian duty on bituminous coal, but the proposal was strenuously opposed by the Province of Nova Scotia. A meeting of the Nova Scotia coal mine operators unanimously decided against the removal of the duty, holding that the home market was more valuable to them than the United States market. They were heartily supported by all the newspapers of Nova Scotia of both political parties.

As the Government did not yield to the demand for the removal of the Canadian duty at a time when Canadian coal could enter the United States free it is altogether unlikely that the duty will be removed now. Both the Minister of Finance and the leader of the Opposition belong to the Province of Nova Scotia and it would mean political suicide for either of them to favor the abolition of the protection on coal in opposition to the unanimous sentiment of the people of their own province. It will therefore be very ill-advised for the manufacturers of Ontario to join in any further agitation for the removal of the duty on bituminous coal. Ontario manufacturers cannot get the protection they need for their own products without the support of the people of Nova Scotia. The removal of the coal duty would arouse an intense feeling of hostility in Nova Scotia against Ontario. It would be argued that Ontario manufacturers wanted protection for themselves but were ready to sacrifice the interests of the other provinces.

INDUSTRIAL CANADA some time ago pointed out a way in which Ontario manufacturers might secure cheaper coal. The suggestion was that instead of removing the duty on bituminous coal the Government should apply all the revenue derived from that duty in the Province of Ontario to bounties for ships carrying coal from Nova Scotia to Ontario lake ports, the bounty being paid according to the number of miles west of Montreal the coal is carried.

All the coal that comes to Ontario from the United States must be carried part way by rail, but Nova Scotia coal could be carried all the way from Sydney or Pictou to Toronto or Port Arthur by water. The enlargement of the St. Lawrence canal system, recently completed, creates a new situation in Canada and it ought to revolutionize the Canadian coal business. Boats drawing 14 ft. of water and having a large carrying capacity can now pass from Nova Scotia to the head of the lakes without breaking bulk, and there is very little doubt that Nova Scotia coal can be profitably carried to Ontario, but the business must be started and it is difficult to get trade into new channels without some kind of Government encouragement. The immense foreign trade of Great Britain was largely built up by bounties to the carrying trade and it is even more justifiable to encourage home trade in that way.

The boats bringing coal from Nova Scotia to Ontario ports could take back flour and a great variety of other Ontario products, including manufactured goods. Immense quantities of Ontario manufactured goods are sold in Nova Scotia and every additional miner employed increases the demand for Ontario manufactured goods as well as for flour made in Ontario and

Manitoba. The miners employed in Pennsylvania and Ohio do not buy any goods from Ontario manufacturers, nor do they consume any Canadian flour.

By abolishing the coal duty the Government would not only lose the revenue derived from that duty, but as thousands of Nova Scotia miners would be thrown out of employment the extreme depression which would be brought about in Nova Scotia would cause a very large reduction in the general revenue obtained by the Dominion Government from the people of that province. On the other hand by applying the revenue obtained by taxes on coal imported for consumption in Ontario to encourage the transportation of Nova Scotia coal to this province the Government would create new sources of revenue by increasing the population and wealth of the country.

The United States coal producers have now no competition in Ontario. The competition of Nova Scotia coal in this market would reduce the price to consumers.

THE DUTY ON HORSES

IT was known for some time before the meeting of the Dominion Stock Breeders' Association in Ottawa that the question of increasing the duty on horses would be discussed and the *Toronto Weekly Sun* strongly advised the Ontario breeders to vote against any resolution to that effect. In its issue of February 10 the *Weekly Sun* said:—

"Even if the object could be attained, would the result necessarily following its adoption be beneficial? One answer to this question was furnished by Messrs. Hodson and Johnston at the meeting of the Dominion Cattle-Breeders' Association. The remarks of these gentlemen, taken together, were to the effect that the Dominion is actually in danger of breaking off at both ends owing to the jealousy of Ontario entertained by the East and West. If the policy asked for by the Horse-Breeders' Association is adopted will not this danger be aggravated? Western farmers feel they have to pay too high a price for their implements owing to the tariff imposed for the protection of Ontario manufacturers of agricultural machinery. Will not the sense of injury due to this cause be increased if a prohibitive duty is imposed against American horses (the demand for which by Western farmers is proved by the importation) in the interests of Ontario horse breeders?"

"There is still another objection to the policy we are asked to adopt. The manufacturers who are clamoring for increased protection could not ask for anything better from their point of view than the presentation at Ottawa, by a farmers' organization, of a demand for extreme protection against the United States in any line of farm produce. If such a demand is pressed, an unanswerable argument will be placed in the mouths of carriage manufacturers, who are asking for an increase in the present tariff of 35 per cent. against American carriages; there will be no resisting the demands of the woollen men for an increase in a tariff which now averages 28 per cent. in their favor, and the manufacturers of agricultural implements will be in a position to force the Government to increase the 20 per cent. duty on binders and 25 per cent. duty on windmills.

"The imposition of a protective tariff against American horses entering the West would be, to say the least, of doubtful advantage to Ontario horse-breeders: it would increase the difficulties in the way of creating a feeling of national unity, and it would be the indirect means of adding to the cost of all articles Canadian farmers have to buy."

But what happened when the stock-breeders met at Ottawa? Was there a bitter discussion between the West and the East over this question of raising the tariff? On the contrary the Western men were more unanimously in favor of raising the duty than the Ontario men. The *Toronto Globe* of March 8 reported the discussion as follows:—

"A spirited discussion took place in the convention of live stock-breeders this morning as to what should be the minimum valuation for duty of horses imported into Canada. Mr. Peterson, of Regina moved that the minimum valuation should be \$75. Mr. Benson moved, seconded by Mr. Graham, that the minimum be \$50. The amendment was defeated and on the motion being

put there was an unanimous expression of opinion in its favor from every Province except Ontario. The dissentients from Ontario numbered seven. The result was hailed with loud applause."

Opponents of tariff revision in the Eastern Provinces find protection sentiment developing all around them. Public sentiment in the East is so manifestly in favor of more efficient protection for all Canadian interests that the only hope left for the low tariff advocates is to persuade the people of the East that the West is opposed to protection and so jealous and unpatriotic that the country will break in two if the Government puts an end to unfair foreign competition by raising the tariff. The people of the West are just as patriotic as the people of the East and all the talk of Western jealousy is nonsense. The *Weekly Sun* seems to be stunned by the result of the convention of stock-breeders. It is evidently afraid that the farmers will ask for higher protection on other things besides horses, for it says in its issue of March 23:—

"The only line in which Americans seriously compete, so far as agricultural products are concerned, in the Canadian market, is in horses."

Now what are the facts? The total value of horses imported into Canada from the United States in the years 1902 and 1903 was \$1,327,639 according to the Trade and Navigation Reports, but Canada imported from the United States altogether in those years over thirty-three million dollars worth of farm products of the same kind as are produced in Canada. For meats alone Canada sent nearly three million dollars to the United States.

However, it is not surprising that Canadian stock-breeders wish to shut out some of the United States horses. During the year 1903 the number of horses coming into Canada from the United States was 29,598, while only 1,907 Canadian horses were exported to the United States. The valuation placed on the 29,598 horses at the Customs houses of Canada was \$790,169, that is a little less than \$27 for each horse on the average. An average value of \$27 means that some of the imported horses must have been valued at considerably less than \$27 as some were certainly valued higher. The probability is that many of these imported horses were undervalued, and this is a good illustration of the inefficiency of *ad valorem* duties. The Canadian duty is 20 per cent. *ad valorem* so that the average duty paid on each horse coming into Canada from the United States was about \$5.34. The United States Government on the other hand imposes a specific duty of thirty dollars per head on all horses valued at one hundred and fifty dollars or less; if valued at over one hundred and fifty dollars the duty is twenty-five per cent. *ad valorem*. Many Canadian farmers are in favor of adopting the same tariff on horses as the United States.

OUR PRESIDENT ABROAD

Mr. Geo. E. Drummond and his associates of the Montreal Board of Trade have been occupying a conspicuous place in the *Associated Press* despatches of late. On March 22nd they were entertained by Sir Alfred Jones, President of the Liverpool Chamber of Commerce, and subsequently by Lord Brassey, President of the London Chamber, on both of which occasions important speeches were delivered on the subject of a closer relationship between the United Kingdom and the Colonies.

Upon his return to London about the end of the month, after spending a few days with Lord Brassey at Battle, Sussex, Mr. Drummond had a lengthy conference with Colonial Secretary Lyttleton. The interview was of course confidential, but afterwards Mr. Drummond informed the press that wherever they went they found a keen desire for the appointment of a royal commission with full colonial representation to investigate and report upon the preferential question. He had discussed the matter with business men and political leaders, and although the Liberals as a rule had refused to commit themselves, still he felt sure that a preference was bound to succeed.

Executive Council

MARCH MEETING

*The month's work—Twenty-one new members—
Changes in the staff—The Ontario Assessment Bill*

THE regular monthly meeting of the Executive Council, Canadian Manufacturers' Association, was held in the Council Chamber, Board of Trade Building, on Thursday, March 17th, 1904.

In the absence of the President, Mr. W. K. George occupied the Chair. The following other members were present,—Messrs. Geo. Booth, C. N. Candee, H. Cockshutt, Robt. Crean, E. B. Eddy, John F. Ellis, P. W. Ellis, Geo. D. Forbes, J. Hewton, R. Hobson, R. O. McCulloch, R. McLaughlin, W. K. McNaught, Jas. Maxwell, Jas. P. Murray, A. S. Rogers, W. B. Rogers, T. A. Russell, A. W. Thomas, C. R. H. Warnock, S. M. Wickett, Henry Wright.

Minutes of the previous meeting were taken as read and approved.

Regrets were received from the following members of the Council unable to be present,—Messrs. Geo. E. Drummond, Robt. Munro, W. P. Gundy, Wm. Stone, J. O. Thorn, C. C. Ballantyne, S. W. Ewing, J. M. Taylor.

The reports of the following Officers and Committees were then received and regularly adopted.

TREASURER

The report of the Treasurer was presented by Mr. Geo. Booth and showed a most satisfactory state of the finances of the Association for the present year.

SECRETARY

The Secretary reported some interesting features of the month's work. Seventeen Committee meetings had been held at the Head Office, while meetings of the Manufacturing Grocers' Section and of the Hat Manufacturers' Section, had been held in Montreal on the 4th and 10th instant respectively. Encouraging reports of Branch meetings were also presented.

The Nova Scotia Branch Executive held an Annual Meeting in Halifax on March 10th, and were preparing for a general meeting of the members on April 28th.

The Manitoba Branch had been active and had held two meetings during the past month. The Secretary reported that it was quite possible that a suggestion would be considered to unite the members in the Territories with those in Manitoba, so that they might have an interest in the work of the Western Branch.

The regular meeting of the Montreal Branch Executive had been held on the 15th inst. A number of interesting matters had come up for consideration and the Branch Executive were already taking steps to prepare for the next general Annual Meeting of the Association which will be held in their city next September.

An interesting meeting of the Quebec Branch on the 7th inst. had followed the holding of the Banquet in that City on the preceding Saturday. The Secretary and the Manager of the Transportation Department were in attendance and they discussed with the Quebec members a number of questions in which they are deeply interested.

The Secretary reported with pleasure that Mr. E. H. Cooper the Secretary of the Montreal Branch had returned from his trip to the West Indies greatly improved in health and had again resumed his duties at the Montreal Office.

FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. P. W. Ellis. It mentioned the receipt of an appreciative letter from Mr. Harrison Watson, the representative of the Association in London, England, and stated that the Committee had under consideration some important correspondence affecting the Manitoba Branch of the Association. The Committee had received from the Secretary the resignation of Mr. W. A. Craick, B.A., who has been a capable member of the office staff during the past year, and who resigns to accept an important position on the staff of the Maclean Publishing Co. of this city. The report referred in the highest terms to the ability shown by Mr. Craick in the performance of his duties during his year's services with the Association. Upon the recommendation of the Secretary, Mr. G. M. Murray, B.A., had been appointed to fill the position, his duties to commence on April 1st.

The report also recommended the payment of the regular monthly expenditure and contained a special clause providing for a watermark for the office stationery of the Association.

In moving the adoption of the report, Mr. Ellis paid a high tribute to the valuable services rendered by Mr. Craick and expressed the universal regret of the officers at his departure from the staff.

RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented by the Chairman, Mr. Crean. It supplied an excellent report of the Quebec banquet and tendered the special thanks of the Association to the Quebec members and especially to the Chairman, Mr. Geo. E. Amyot, for their efforts in making such a success of the event. The Committee also reported progress in the investigations being made with regard to the Newfoundland Excursion and expressed the expectation that definite plans would be submitted at the next meeting.

Twenty-one applications for membership were recommended, the names of which appear in another column, and have been forwarded to the members of the Association by special circular.

RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by Mr. Hobson. It reviewed a number of important lines of work which have been engaging the attention of the Transportation Department since the last meeting. These have been commented on from time to time in the columns of INDUSTRIAL CANADA. The Canadian Joint Freight Classification situation was specially discussed and the line of action taken by the Department approved by the Executive Council. Particular attention was called to the fact that while Canadian freight rates were being substantially increased, the rates in the United States were undergoing comparatively slight changes and no doubt the result would seriously affect Canadian manufacturers and shippers.

Dealing specially with the approaching sitting of the Transportation Commission in Toronto, the Committee expressed their desire that every reasonable effort should be put forth by the Transportation Department of this Association to investigate the local conditions at any of the points with a view to assisting the work of the Commission, the purpose being that Canadian waterways should be utilized as they had not been utilized in the past, and to the fullest possible extent, for Canadian shippers.

During the past month the Transportation Manager had visited Montreal, Quebec and Ottawa. At Montreal he was present at a meeting of the Manufacturing Grocers' Section; at Quebec at a general meeting of the members.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. A. W. Thomas. This report appears in full in another column.

PARLIAMENTARY

The report of the Parliamentary Committee was presented by the Chairman, Mr. P. W. Ellis. This report dealt specially with the representations made by the Committee regarding the new Ontario Assessment Bill now before the Ontario Legislature. The action taken by the Committee is briefly outlined in the following sections of the report and has already been laid before the members interested by special circular.

ONTARIO ASSESSMENT BILL

"The Association has made a most careful investigation of the whole measure. In the preliminary stages of the discussion, the Chairman and Secretary secured an interview with the Premier who upon hearing a brief statement of the case from the stand-point of the manufacturers, agreed to place the matter before the Attorney General (who is the Chairman of the Assessment Committee) and to insure the Association an attentive hearing in connection with any facts which they might wish to place before the Committee.

The first and most important objection to the Bill as introduced was the imposition of a tax on income derived from stock held in incorporated companies. Other clauses which the Committee considered should be strongly opposed were those with reference to the supplying of information respecting the salaries of employees, and that determining the extent of the business tax in a business of a double nature. All of these clauses were thoroughly discussed by your Committee and a memorandum made by the Secretary of all the objections advanced. It was agreed that these should be put in the form of a memorial, and placed in the hands of the Government.

This memorial was presented by the chairman of the committee on the 25th of February. About forty prominent members of the Association and the Secretary were also present. After discussion the Committee agreed to postpone the consideration of the clause respecting the taxation of dividends received from stock held in incorporated companies until Tuesday, March 1st, at 11 a.m.

In view of the position manifested by the Assessment Committee against the views of the Association as set forth in the memorial, the Chairman and Secretary decided that all the members of the Association in Ontario should be notified in as brief a form as possible of the nature of the Bill and requested to communicate at once with their representatives in the Legislature. This action was accordingly taken. It was also decided at a little later date that Mr. D. E. Thomson should represent the interests of the Association at any further discussion which might take place before the Assessment Committee.

It was, no doubt, owing to the pressure brought to bear through this circular that the Assessment Committee at its meeting on the 2nd of March, decided to abandon the suggestion of placing a tax upon dividends derived from stock held in incorporated companies. Mr. D. E. Thomson attended the Sessions each day in the interests of the Association, and with the constant assistance of the Chairman and Secretary placed the views of the Association on each of the points at issue before the Committee. Taken as a whole, the Assessment Committee did not accord to the Association what might be called a sympathetic view of the position in which manufacturers will be placed under the new law. At the same time, the general outline of the new Bill must be regarded with distinct satisfaction by the manufacturers of the Province, and through the efforts of your Committee, no doubt, much ground has been gained.

As finally amended in Committee, the Bill still contains features which must be viewed with objection by manufacturers

and your Committee deemed it advisable to notify the members of the Association, which was done in a circular on March 12th. The Bill now stands for discussion in the House."

The report also stated that four other measures introduced into the Ontario Legislature were receiving the careful attention of the Committee.

In moving the adoption of the report, the Chairman stated that it was the desire of the Committee in discussing any Parliamentary measures to assist the Government in passing legislation which would command the good judgment of all classes interested, and would not interfere with the stability of the manufacturing interests of the Province. The Association had for some time been urging the adoption of a new Assessment Measure in Ontario. They had given important evidence before the Assessment Commission and had done everything in their power towards bringing about a measure which would be universally satisfactory. They had no favors to ask of the Government and any recommendations submitted would bear the closest examination from any quarter. It was the earnest hope of the Committee that the objectionable clauses still contained in the Bill might yet be removed before the passing of the Act.

INDUSTRIAL CANADA

The report of the INDUSTRIAL CANADA Committee was presented by Mr. T. A. Russell. It reported a satisfactory state in the management of the paper and announced that several changes were being made in the make-up which would improve the typographical appearance of the columns. A number of attractions had been provided for the April and subsequent issues including special articles on "Newfoundland," "The Portland Cement Industry in Canada," "The Canadian Bank System," "The Ownership of Hudson's Bay" and "Trade with the West Indies."

DOMINION INDUSTRIAL EXHIBITION

The report of the special Dominion Industrial Exhibition Committee was read by the Secretary. It announced that Mr. J. O. Thorn had recently visited Winnipeg and closed all the details in connection with the exhibit of manufactured goods with the Industrial Exhibition Association there. These details received the approval of the Committee and accompanied the report.

The Committee further recommended the appointment of Mr. C. B. McNaught, who superintended the exhibit of manufactured goods at the Dominion Industrial Exhibition held in Toronto last year, to take charge of the details in connection with the manufactured exhibits at Winnipeg and urged that the work should be commenced with all haste.

A number of the most important details covered in the report will be found in another column of this issue and the Association desires to make a special announcement that while circulars are being addressed to all members of this Association, no manufacturer in Canada who desires to exhibit is excluded or discriminated against in any way because he may not hold membership in the Association.

TORONTO BRANCH

The report of the Toronto Branch was presented by the Chairman, Mr. J. P. Murray, and appears in another column.

NEW BUSINESS

Under the head of new business the Secretary read a communication from Dr. J. C. McLennan, the Secretary of the University of Toronto Alumni Association requesting the assistance of the Association in placing the pressing needs of the University before the Ontario Government. On motion of Mr. P. W. Ellis, seconded by Mr. C. N. Candee, the following resolution was adopted and a special Committee, consisting of Messrs. S. M. Wickett, T. A. Russell and the Secretary, appointed to secure the attendance of the deputation referred to:—

Whereas, the Canadian Manufacturers' Association is deeply interested in the work of Canadian Universities as a powerful force in the industrial development of the nation,

And whereas, the University of Toronto is seriously handicapped in its progress through the lack of a department of Forestry, and the present inadequate accommodation for the successful operation of its Department of Physics,

Therefore, be it Resolved, that the Executive Council of the Canadian Manufacturers' Association heartily endorses the request made by the Trustees and the Alumni Association of the University for the supply of these needs, and suggests the appointment of a special Committee to join the deputation which will wait upon the Ontario Government on the 23rd inst. to urge immediate action.

The meeting then adjourned.

Commercial Intelligence Committee

Report of the meeting held on March 15—
Progress in Negotiations re Correspondent
Members—Paper read on Metric System.

THE Commercial Intelligence Committee reported to the Executive Council as follows:

The regular monthly meeting was held on March 15th and was largely attended.

The following important matters came before their consideration:

CORRESPONDENT MEMBERSHIP IN FOREIGN MARKETS

1. Replies were received from firms in Bordeaux, Marseilles and Copenhagen, who had been written to regarding this matter. These replies were in the main satisfactory, although they offered no solution to the method of remuneration for the foreign correspondents. After a somewhat lengthy discussion, it was moved by Mr. J. P. Murray, seconded by Mr. W. K. George, that this committee recommend to the Executive Council of this Association that the services of a number of correspondent members in important foreign trade centres should be secured for the benefit of the members of the Association at a salary of \$50 each per annum, in consideration of which monthly trade reports are to be furnished to the Association for publication in *INDUSTRIAL CANADA*; and further, that individual enquiries should be made through the Association and paid for by the firms receiving the information at a rate not less than \$2 and not more than \$10 each, to be determined in each case by the foreign correspondent; reports to be kept on file in the Association office to form a bureau of confidential information. In making this recommendation the Committee desire to state to the Executive Council that only a few appointments will be made at the present time, and the total expense, without their further consent, will not exceed \$500 per annum.

POSTAGE ON NEWSPAPERS AND MAGAZINES ENTERING CANADA

2. A report on this subject showed that the rates on this class of matter from Great Britain to Canada are now no higher than they are between local points in the British Isles; and that while the rate on British newspapers is eight times as much as the rate on United States publications of the same kind, it was quite improbable that the British people would consent to a lower rate across the sea than they enjoy between points in their own islands. At the suggestion of the Committee this question will be taken up with the Postmaster General at an early date by a special committee consisting of the Chairman and Secretary.

THE METRIC SYSTEM

3. The Chairman of the Committee presented an excellent paper showing a careful study of the Metric System and the progress made by the movement in countries where it had been considered. The paper reviewed the chief arguments in favor of and against the adoption of the System. It was accompanied by a draft circular, which the Chairman suggested should be submitted to the members in order to ascertain their views upon the subject. The Chairman received the hearty thanks of the Committee, and it was unanimously agreed that the paper should be published in the next issue of *INDUSTRIAL CANADA* and the circular forwarded to the members of the Association almost immediately afterwards.

All of which is submitted. A. W. THOMAS, Chairman.

TORONTO BRANCH

Activity of the Branch in Connection with Water Supply and Fire Protection—Report re Toronto Harbor

THE regular meeting of the Toronto Branch held on March 10th was attended by Messrs. J. P. Murray (chairman) C. N. Candee, D. Taylor McIntosh, J. T. Sheridan, W. B. Tindall, R. J. Younge and the Secretary. The two important matters taken up were the water works of the city and harbor improvement. A strong resolution was passed urging the City Council to take immediate action towards making such improvements as would insure sufficient water supply and fire protection in every part of the city. The resolution further approved of the recommendations made by the City Engineer and by the Chief of the Fire Department in the same connection.

WATER WORKS BY-LAW

There was a by-law submitted to the property owners of the city on March 23rd to authorize the spending by the Council of One Million Dollars for improvement of the water works

system. After carefully considering the different items making up this amount, the Branch determined to give their active support to the By-Law and it was decided, first, that a circular letter should be sent to all the members urging them to vote and use their influence in favor of the same; second, that a post card should be sent out the day before the voting again urging the members not to neglect to vote; third, that two thousand posters should be printed in two colors calling the attention of the citizens generally to the importance of the by-law and urging them to vote for the same.

It is evident that the different methods adopted to urge the importance of this By-Law on the property owners were effective. The By-Law was carried by a substantial majority.

HARBOR IMPROVEMENT

The Secretary reported regarding the information which had been already obtained concerning the Toronto Harbor.

A special meeting of the committee of the branch on Harbor Improvement was held on the 21st ult. and a memorial for presentation to the Transportation Commission was approved of. The memorial outlined in brief the present condition of the harbor—touching on the city frontage, wharfage accommodation, depth of water, eastern channel, etc. The greatest emphasis was put on the necessity of diverting the Don; other recommendations were the disposal of sewage and the extension of the eastern pier. The report dwelt at length on the importance of having Toronto Harbor made a desirable one for vessels to come to and the advantage it would be to have the vessels sailing between Lake Superior points and points on and east of Lake Ontario make this a regular point of call.

Mr. John Bertram, Toronto, and Mr. Robt. Reford, Montreal, two members of the Dominion Transportation Commission, heard the representations of interested parties at the City Hall, Toronto, on March 23rd. The Toronto Branch was represented by Messrs. J. P. Murray, Chairman of the Branch; W. B. Tindall, Chairman of the Harbor Committee of the Branch; Robt. Crean, R. J. Copeland, J. T. Sheridan, J. W. Cowan, W. H. D. Miller and the Secretary. The Toronto Board of Trade and the City Council were also represented. Messrs. Murray, Tindall and Miller presented the views of the Association to the Commissioners.

NEW MEMBERS.

Passed by Executive Council, March 17, 1904.

Acadia Canning and Creamery Co., Halifax, N. S.—Butter, cheese, and canned fruits.

Caron, Ernest, Quebec, Que.—Shoe machinery.

Crossin Piano Mfg. Co., Limited, Toronto.—Pianos.

Daniel & Co., F. C., Toronto.—Ladies' neckwear, etc.

Downey, W. P., Montreal.—Cocoanut, caramel paste.

Gasoline Engine Co., The, Toronto Junction, Ont.—Gasoline engines, marine and stationary.

Gilmour, Sons & Co., Montreal.—Edge tools.

Goodday & Co., H. R., Quebec, Que.—Lumber.

Laces and Braid Mfg. Co., The, Toronto Junction, Ont.—Laces and braids.

Maritime Spice and Coffee Co., Limited, St. John, N. B.—Spices, coffees, baking powders and extracts.

Marquis, F. Canac, Quebec, Que.—Glue, etc.

Ontario Lime Association, Toronto.—Lime and hydraulic cement.

Parnell Dean Baking Co., Limited, The, London, Ont.—Bread.

Petrolia Packing Company, Limited, Petrolia, Ont.—Bacon and hog products.

Price Bros., Quebec, Que.—Lumber.

Robson & Sons, James, Oshawa, Ont.—Leather.

Rochette, C., Quebec, Que.—Stiffeners and leather board.

Seward Lubricating Co., The L. B., Ottawa, Ont.—Lubricating oils and greases.

Shaw, Cassils & Co., Huntsville, Ont.—Hemlock sole leather.

Standard Supply Co., Montreal.—Typewriter ribbons, carbon paper, stencil papers and inks.

Toronto Pressed Brick and Terra Cotta Works, The, Milton, Ont.—Bricks, tiles and terra cotta work.

QUEBEC BANQUET

Brilliant Function at the Chateau Frontenac—Stirring and patriotic speeches by Hon. C. Fitzpatrick, Mayor Parent, George E. Amyot, F. D. Monk, R. J. Younge and others

ONE of the most brilliant and successful banquets ever held under the auspices of the Canadian Manufacturers' Association was that held in the Chateau Frontenac, in the city of Quebec, on the evening of March 5th.

In addition to the perfect execution of the arrangements so well made by the Executive officers of the Quebec Branch, many other circumstances combined to make the occasion both pleasant and successful.

Quebec wore its most beautiful winter garb, and the spacious dining room of the Chateau, with its splendid lights and draperies, presented a magnificent appearance. There were about one hundred and twenty-five present, fifty of whom represented other industrial centres in Quebec, Ontario and the Maritime Provinces.

The occasion was graced, too, by the presence of two members of the Dominion Cabinet, the Premier of the Province and Mayor of Quebec city, many local members of both Provincial and Federal Parliaments, and prominent heads of local organizations. There was no lack of enthusiasm. The advancement of Canada and her industries was the keynote of the evening, and time and again the stirring expression of Canadian sentiment on the part of the speakers was cheered to the echo.

Mr. George E. Amyot, the Chairman of the Quebec Branch of the Association, presided, and performed the duties of toastmaster with admirable grace and ability to the delight of all. On his right were seated the Honorable Charles Fitzpatrick, K. C., Minister of Justice, Mr. F. D. Monk, M.P., Mr. W. A. Marsh, and Mr. O. E. Talbot, M.P.; while to the left sat the Honorable Raymond Prefontaine, Minister of Marine and Fisheries, the Honorable S. N. Parent, Mayor of the city and Premier of the Province, Mr. C. C. Ballantyne, the Chairman of the Montreal Branch of the Canadian Manufacturers' Association, Mr. Price, President of the Quebec Board of Trade, Mr. C. Blouin, M.P.P., Hon. R. Turner, Mr. Tanguay, M.P.P., Mr. C. H. Carrier, and others.

The excellent menu having been served, the chairman of the evening, before introducing the speakers, greeted the guests as follows:

CHAIRMAN'S ADDRESS

"It falls to my lot, this evening, to welcome you to the city of Quebec, and my first pleasing announcement to you is that there will be on our programme to-night no chairman's address.

"Those of you who are my friends know that I am a man of few words. But who could look over this magnificent gathering without feeling the inspiration of the great powers represented here? We have represented here the Government of this great Dominion, those to whose fortunate lot it has fallen to lead our country in this her greater era of prosperity and peace. We have the civic authorities of our city represented by the Mayor, the idol of the city and province. We have those from other provinces as well as our own, representing the greatest commercial organization in Canada, representing her industries and her commercial power. I refer to the Canadian Manufacturers' Association.

"We look back with pleasure to the day when we welcomed you before, on your way to the provinces down by the sea. That was a red letter day in the history of our local industries, and we look forward to the time when you shall come again.

"You have come to us in the time of our frigidity. We excel here in everything we undertake and we undertook this year to give you a real Canadian winter, and we have succeeded in doing so. But while we have outside the pure frosty atmosphere which invigorates our sons, and paints the cheeks of our Canadian girls, we have within that warmth of welcome which is the characteristic of Canadian hearts, which reaches across a continent 3,000 miles

in breadth, and binds us all together in the bonds of a common country.

"It is fitting, to-night, that we should gather in this old city. We have not the largest population, or the finest buildings, but what we have, we hold. We have the old citadel, the battleground of nations, where the destiny of our country was determined. We have given to this country a bright page in her history, and we believe the future will be still brighter than the past. We are giving, to-day, to the Dominion, those sons of the old province who have risen to high places, not only in our Dominion, but among the Parliaments and statesmen of the Empire. We provide the greatest waterway in the world. We are producing agricultural products to feed the people of this country and of the Mother Land, and I am glad to see also that we are providing a few goods for the use of the Canadian people.

"Even in our city of Quebec, we produced in 1901 \$13,000,000 worth of manufactured goods, and we are giving employment to-day to over 10,000 Canadian workmen.

"But I must not weary you with any remarks concerning our city or province. All that I wish to impress upon you to-night is that you are royally welcome to our city, and that we wish you to enjoy every minute of the few days which we hope you will spend among us.

"We welcome the members of the Government. They are always welcome. They always bring us good news, and tell us how prosperous we are. We welcome you, my brother manufacturers, not only because of the great national uniting influence of your organization, but because you, too, are our fellow Canadians. We welcome you all, and hope you will carry away pleasant memories of this happy occasion.

"Now it is my honor and my very pleasant duty to propose that toast which we all love to honor, whether in war or in peace, that toast which, above all others, is known and responded to around the world, in an Empire upon which the sun never sets, 'His Majesty the King.'

After this toast had been enthusiastically honored, the Secretary presented letters of regret from Sir Wilfrid Laurier, Messrs. R. L. Borden, Sir Charles Ross, Geo. E.

Drummond, W. K. George, and Hon. J. C. McCorkill.

CANADA AND THE EMPIRE

The next Toast on the programme was that of "Canada and the Empire" to be proposed by Mr. George E. Drummond, President of the Association. Mr. Drummond's absence was greatly regretted, but he had requested Mr. R. J. Younge, the Secretary of the Association, to take his place upon the programme. The Secretary, after emphasizing his deep regret at the absence of the President, spoke in part as follows:

"Canada and the Empire," calls forth the deepest sentiments and highest ideals of our national life. Up till a few years ago, our thoughts as Canadians, were largely with the past. But we have reached a new stage in our evolution. Our love of country

"Far-brought
From out the storied past and used within the
present "

is being

"Transfused

Through future time by power of thought."

A new star has burst in upon the British Empire. It is the star of the great western Dominion on the new continent,—commanding not only the love and loyalty of Canadians, but the admiration of the whole Empire.

THE NATIONAL SPIRIT

Only to-day are we coming to know ourselves. With that knowledge we must cultivate a thorough appreciation of our own



MR. GEO. E. AMYOT,
Chairman Quebec Branch.

greatness. We have the finest waterways and harbors in the world ; we have the greatest wheat producing areas ; we have resources almost unlimited, and scenery unexcelled ; we have the deep-seated and sterling integrity of our people, which, after all, is a nation's greatest asset. But what are all these, if we have not the national spirit of unity and co-operation which will weld together in one great national aim the far-reaching territories of our Great Dominion ? We view with gratification the birth of this new sentiment among us,—a sentiment which was a few years ago, unknown. Canadians are cultivating to-day a national pride in themselves and their productions, and this is specially evident among the manufacturers of Canada. Why should it not be so ? In the words of our Canadian poetess :

"We don't need the marts of Europe, nor
the trade of the Eastern isles,
We don't need the Yankee's corn and
wine, nor the Asiatic's smiles.
For what so good as our home-made
cloth, and under the wide blue dome,
Will you tell me where you have tasted
bread like the bread that is baked at home ?
And we are the young and strong, and
who so fit for the fight as we ?
With our hands of steel and our iron
beel and our hearts like the oaken tree,
For we are the home-made, home-fed men,
the pride of a princely land,
And the things that are made in Canada
are the things that her sons demand."

THE EMPIRE

But while fostering a national greatness of our own, we rejoice to think that our growth and development are strengthening the great Empire, to which we are so proud to belong—"Canada and the Empire"! How fitting that they should be linked together. This new land with its unlabored resources and fresh energy, linked to those sea girt islands with their historic associations and their magnificent institutions, and beyond these the islands and Dominions in every part of the globe where flies the Union Jack ! And whatever the outcome of the present fiscal discussions in Great Britain may be, we all hope that they will unite us more firmly to the Motherland and to our sister Colonies. As Canadians, we should be willing also to bear our responsibilities as citizens of the Empire. We should not hesitate to contribute our fair proportion to the Empire's defence, and we should interest ourselves in every problem which has at heart the welfare of any other portion of the Empire.

THE ASSOCIATION

Perhaps I may be pardoned here if I say a word concerning the Association under whose auspices we have met—and we can refer to it with pleasure as one of the factors in the building up of Canada, and the unity of the Empire. This Association is nothing if it is not patriotic. By the splendid services performed during the past few years,—in transportation, legislation, export trade, in fostering Canadian unity and binding the industries of all the Provinces together for their common welfare, and in many other channels of usefulness,—it has more than justified its existence. On every Canadian question its influence is exerted for the good of the Dominion, and the advancement of Canadian enterprise. A word on the tariff question may not be amiss. The position taken by this Association is well known. It was announced at the Annual Convention in 1902. It has been re-endorsed at every subsequent convention. We desire the removal of this great question from the arena of politics, and the inauguration of a national business policy, framed to meet the conditions which we have to face. We have nothing to fear—We are standing on this, as on every other issue, for Canadian progress. The conditions to-day tell us that we must finally win, and as we survey our great Dominion, with its vast resources its small population, and its struggling industries facing the competition of the world, we can all see as Canadians, that the task before us is too

great to permit of any disunion or political difference on this great issue.

CANADIAN OVER ALL

Our strength as a nation lies not in our politics, but in the national spirit which moulds and dominates not only our statesmen but all our citizens. We must be Canadians first and politicians afterwards. At this turning point in our history let us cherish the national idea. It has been beautifully expressed in the words of our own Canadian poet, Dr. Drummond, which I quote in closing :

Our fathers came to win us
This land beyond recall,
And the same blood flows within us
Of Briton, Celt and Gaul.
Keep alive each glowing ember
Of our sireland, but remember
That we are Canadian
Whatever may befall.

Who can blame them, who can blame us,
If we tell ourselves with pride,
How a thousand years to tame us,
The foe has often tried ?
And should e'er the Empire need us,
She'll require no chains to lead us,
For we are Empire's children
But Canadian over all.

Then line up and try us
Whoever would deny us
The freedom of our birthright
And they'll find us like a wall,
For we are Canadian, Canadian for ever,
Canadian forever, Canadian over all.

ELOQUENT WORDS OF HON. C. FITZPATRICK

The Hon. Mr. Fitzpatrick, Minister of Justice, who was received with great enthusiasm, opened his remarks by expressing thanks to the Association for the invitation extended him, for he said it was a pleasure beyond expression for him to see assembled around the festive board so many of Canada's representative men, each and every one of whom, engaged in his own particular line of commerce, contributes his quota, be it great or small, to the building up of Canada. He spoke of the rapid growth of trade and the ever increasing signs of prosperity apparent on every side. Continuing, he said :

QUEBEC

"Before speaking of 'Canada and the Empire,' the toast to which I have the honor to respond, I must first of all say a few words of the city in which we are assembled to-night, and it seems to me that I am to some extent qualified to speak of the good old city of Quebec. I first saw the light of day within the walls of that city that has been and that is forever inseparable with all the wealth, and comprises no small part of the industrial development, of this great Dominion. Its antique and tortuous streets are still redolent of the religious and military history of early Canada, and almost every stone in the walls of Quebec has a story to tell and every spot of ground is sanctified by undying souvenirs. The very mention of its name evokes a flood of thrilling emotions. The grandeur of its site, the wonderful beauty of its scenery and the strange romance of its checkered history all combine to make it the most unique and famous of cities, with a renown that is world-wide. Within a stone's throw of the spot where I now stand, is the scene of that memorable battle of 1859 which decided the fate of the French regime in America. Two great Generals forfeited their lives in that momentous struggle for victory, the one dying victorious, the other, defeated, but gallant and loyal to the last, and in their graves were buried forever all race dissensions between the two nations."

The speaker, looking beyond the walls of Quebec, brought his hearers down the shores of the majestic St. Lawrence to the old Province of Nova Scotia, and depicted in glowing terms the mineral wealth of this part of the Dominion, after which his listeners were told of the fertile lands of which Ontario can boast, as well

as of the products for which Montreal is noted, and the speaker added: "If you come down to Quebec you will find the most magnificent vegetables that have ever been produced. When I speak of Quebec I speak of the heart of Canada, and when I speak of the County of Quebec, I speak of that part which surrounds the heart of Canada."

OUR FACILITIES

It has been justly said that the commercial supremacy of any country depends necessarily upon the amount of mechanical force that that country possesses. I have spoken to you of the extensive mineral products found in some of our provinces, but Canada has been endowed with far more than this; she has been given a power which will supersede that afforded by the coal mines. I refer to a surpassing power when I speak of electricity. Canada is rich in this great power, and the day is not far distant when that great power will be utilized almost to its maximum, and one hundred rivers, aye, a thousand rivers that now run idle to the sea will be harnessed and made subserve the interests of the men of our country.

OUR INDUSTRIES

"It seems to me that we have not done too badly recently in the way of manufacturing. Let us contemplate our trade of to-day with our trade of yesterday. A glance back to the year 1868 shows that our total then was \$131,000,000; in 1896 it was \$239,000,000, while in 1903 it was found to be \$467,000,000 (loud cheers). Let us take the total exports. For 1868 we find the amount was \$57,000,000; in 1896 this had increased to \$121,000,000, and in 1903 the amount had swelled to \$225,000,000. (Cheers.) Coming down to the manufactures of Canada, we find that our exports in 1868 were \$2,000,000; in 1896 we find our exports to be \$9,000,000, and seven years later the figures show a still greater change, for we discover our exports to have increased from \$9,000,000 to \$20,000,000.

"Now let us compare our progress with that of our neighbors. We find the increase of Great Britain in seven years to have been 26 per cent.; the increase of the United States in the same time to be 47 per cent.; while the increase of Canada during those same seven years was 107 per cent. (Cheers).

TARIFF CHANGES

I want you to understand that I am now speaking to the serious minds among us. We must not forget that rivers run dry and lakes become exhausted. We must labor on and make the world aware that now we have come to the head and that we intend to stay there. I cannot attempt to speak like others of certain lines of trade, but I do know that my eyes are open to the ever changing conditions around us, and I do know that it is a policy to believe that what has been must continue to be. We cannot in a country like this profess to overlook the fact that the manufacturing industries of this country comprised an investment for 1901 of over \$446,000,000, and for 1903 of the enormous amount of \$484,000,000.

THE EMPIRE

Now getting down to the Empire, the second part of the toast to which I have been called upon to respond, it seems to me that I cannot do better than repeat the words of one of the most distinguished Governors Canada ever had, when he said 'never was Canada more united than at present in sympathy of purpose, or united by interest with the Mother Country, more proud to share in the heritage of England's past and more readily prepared to accept what she has to offer us for the future.' I am quite sure, speaking as I do within these walls that bear the honored name of Frontenac, the greatest Governor that Canada has ever had, and speaking as I do as the representative of a county ninety per cent. of whom speak nothing but French, their native tongue, I am quite sure when I say that it would be a crime to desire any change with regard to the political relations of Canada to the Empire. (Loud cheers).

"No change can take place by which we can benefit, and therefore any change that would take place must necessarily be to our detriment. And I am thoroughly convinced that every man who has the interest of his country at heart must desire to continue on as at present under the protection of the British Flag. I have again to thank you, Mr. Chairman, for having afforded me the opportunity to meet so many business men of Canada, and the Manufacturers' Association is to be congratulated upon the good work it is doing in the interests of Canada. How are we to know the needs of our population if we do not come in contact with the business men of our country, such as are gathered round these tables to-night. I have to thank you once more, Mr. Chairman and gentlemen, for this delightful evening and for the patient ear which you have given to my remarks."

MR. F. D. MONK

Mr. Amyot then announced that Mr. F. D. Monk would also respond to the toast of "Canada and the Empire," and the latter gentleman, who spoke with great force and eloquence, was heartily cheered on rising to respond. He said in part "The toast which you have proposed is a most important and a most patriotic one. Really one can say with truth that a man who has not to a certain extent visited this country of ours cannot fully realize the great mission that is entrusted to the manufacturers of Canada. I have visited it from that beautiful Province of Nova Scotia to the far North West, and I have seen enough of the natural resources of our country and of everything that goes to constitute the wealth of a nation to know that we have a magnificent inheritance, a great patrimony, and that it is to our interest to keep this great wealth for Canada and for the aggrandizement of our country. And gentlemen, beyond the limits of the older provinces and in that great region which was established by men who saw further than we did of the future of this country, I mean when we come to the boundary of that immense prairie, then alone can we see what luxuries we have for ourselves and for our children. Then indeed, and then alone can we fully realize what a duty falls to the lot of the manufacturers of this country:

THE MANUFACTURERS

"I know that there is an impression, and that impression is widespread, that the Canadian manufacturers are men who are only looking after their own interest, but in reality when we realize that our own resources are what we are building to-day for ourselves, and that in face of the great rivalry of our neighbors to the South of us, we realize, gentlemen, that your aim is not a narrow one, and that you are like only one of us, intent upon building up Canada, in which work you are entitled to the greatest consideration. We have advanced during the past years, but the question is, in the face of the present hostility of other nations, to see whether with these immense masses of raw material which we have here, if it is not our duty first and foremost, upon the principle that Canada is for the Canadians, to so arrange our tariff that we will not suffer in the future as we have in the past from the rivalry of other nations, intent upon the protection of themselves. It seems to me that after all we have heard since many years, many dreams I may say put into words, when we are all agreed, as we undoubtedly are at the present moment, that it is necessary for us to protect ourselves as others protect themselves.

THE EMPIRE

"The toast of 'Canada and the Empire' is a grand toast, and I am pleased beyond measure to hear that in all our banquets now a place is found foremost upon the menu for that toast. Gentlemen, there is no man born under the British flag, who enjoys the liberties which that flag affords, who will not gladly rise and drink the toast with pleasure. We belong to a great Empire. It is true that the beat of the drum of her armies can be heard during the twenty-four hours of the day, and it is also true that the sun never sets upon that world-wide Empire. It has afforded me great pleasure to be with you this evening, and I heartily thank you for having invited me."

THE CITY OF QUEBEC

The next toast was that of the City of Quebec. It was ably proposed by Mr. C. C. Ballantyne, the Chairman of the Montreal Branch of the Association. Mr. Ballantyne, in a distinctly Canadian speech, spoke of the important part played by the old city in the history of Canada, and of its great natural beauty and advantages. He spoke enthusiastically of the importance of the manufacturing industries of the Province, and closed with a personal tribute to Mayor Parent, whom, with Mr. W. A. Marsh, he called upon to respond to the toast.

HON. MR. PARENT'S REPLY

Hon. Mr. Parent was given a genuine ovation on rising to respond. His popularity was plainly evinced by the hearty reception accorded him. He spoke in part as follows:

Mr. President, Gentlemen,—I very much appreciate the honor you have reserved for me, in allowing me, in my capacity of Mayor, to respond to the toast of the City of Quebec. The gentleman who has so ably proposed this toast, has referred in eloquent terms to our beautiful city. His remarks are all the more gratifying to us because he comes from Montreal, the commercial metropolis of Canada, and between the two cities there always has been a friendly rivalry. While I thank him sincerely for the good things he has said about Quebec, I cannot claim so large a personal share in the progress of events. Whatever has been achieved under my administration, is due largely to the loyal support which I have at all times received from my colleagues in the Council and from the majority of citizens. It is a source of pleasure to me personally, and to my fellow citizens, to have in our midst such a representative gathering of men prominent in the commercial life of the Dominion: and I am fully convinced that gatherings such as this have a beneficial influence. An interchange of ideas, a personal acquaintance with men engaged in similar pursuits in distant provinces, must have the result of facilitating business intercourse. And we in this province, although we may have a very good opinion of ourselves, are willing and eager to profit by suggestions that may come from the sister provinces, that may tend to mutual benefit.

THE ANCIENT CAPITAL

"We are proud of the ancient capital. Around the very name of Quebec there is a potent fascination, for more enduring memories cling to this walled-girt city than to any other spot on this continent. Nor do we have to look far afield for an explanation of Quebec's claim to prominence. When in the thirteenth century France stretched forth her arm to conquer for civilization this splendid heritage which is ours to-day, it was upon the bold rock, the key of the St. Lawrence that she planted the symbol of her power. From that date, for upwards of a hundred years, Quebec was the centre of the social, religious and commercial life of the country—indeed, the history of this little city was the history of New France.

OLD CONDITIONS

"The manufacturers of Canada of over two hundred years ago, were confronted with questions similar to those which claim your attention to-day. It is gratifying to me, as a Quebecer, to know that even at this remote period, the Quebec manufacturer could take good care of himself. In fact one might be inclined to believe that there must have been a Scotchman at his side. Although it is quite possible that some Quebecers of to-day might object to a personal application of the business policy of the time, I hope you will correct me if I am wrong, when I say that I think there may be gentlemen here to-night who would look with favor upon a revival of somewhat the same conditions. In those palmy days of the Quebec merchants and manufacturers to which I refer, anyone found with an article of foreign manufacture in his possession was subject to a heavy fine, while by a decree of the Council it was provided that vessels engaged in foreign trade should be captured by force of arms, like pirates, and their goods and vessels confiscated. As large quantities of foreign goods found their way into Canada, in spite of these drastic measures, no doubt the manufacturers had a real grievance against the retailers. The manufacturers and merchants in olden times always kept a watchful eye upon the interests of their city, and under a certain Governor it was decreed that whilst it was imperative that Quebec should draw all the supplies she required from France, the merchants of Montreal had no right whatever to deal directly with the Old Country, but should trade only with Quebec. Gentlemen, although I am only speaking upon my own responsibility, I can hardly think there are any Quebecers here present who would vote for a continuance of such a decree.

TO-DAY

"Throughout the length and breadth of the Dominion, I believe that manufacturers have entered upon an era of prosperity which gives promise of permanence. We still retain sufficient of

the old spirit to desire that you should trade with us, and in our midst, but at the same time we are to trade with you. Although there are tanneries in Quebec and manufactories have here existed from earliest times, and gradually extended to other towns and cities, they were for the most part of an elementary character. The *etoffe du pays*, the ruder kind of agricultural implements, boats and canoes were the principal articles manufactured in the country. Indeed, it is only about half a century since textile fabrics were manufactured in Canada—at least as a commercial venture. But about fifty years ago there was a movement in favor of home manufactures, and with the deepening of the river, the opening of canals and the construction of our great railways, an impetus was given to trade all over the Dominion—manufactures became a necessity and consequently flourished. The development of our commerce, notwithstanding its marked progress of late years, is only in its infancy—and there are comparatively few who more than dimly realize the enormous resources of Canada—or even of this province.

QUEBEC'S SHARE

"Gentlemen, viewing the situation calmly and practically, I honestly believe that a brilliant future awaits the people of this country, and that very few years will elapse before all grounds of complaint on the score of a restricted market will be removed from the manufacturers of Canada.

"In the future prosperity of the Dominion, which I feel is assured, Quebec looks forward with confidence for an ample share. For Nature has bestowed upon her a magnificent port, which at present has few equals, and which, under intelligent direction, can be converted into an important factor in the commercial development of Canada. But the benefits which these increased facilities must confer upon Quebec, will be shared in a relative proportion by the commerce of the whole Dominion. For the products of lands now waste and desolate will be carried to our port, to be distributed to the markets of the world. I cannot, however, conclude my remarks without expressing my conviction, that your meeting here at this time is opportune, because questions of vital interest to you as a body, and to the city of Quebec, are now matters of public discussion. You have an excellent opportunity to examine the situation for yourselves, and to discuss how in the near future, Quebec may be the best able to contribute to your mutual advantage.

"I thank you for the patience with which you have listened to my few words, and I beg to assure you again that the citizens of Quebec are honored by your presence, and hope that at no distant date, you find it convenient to assemble in the City of Champlain, founded nearly three hundred years ago."

MR. W. A. MARSH

The Mayor was ably seconded in responding to the toast by Mr. W. A. Marsh, the well-known boot and shoe manufacturer, who is the Vice-Chairman of the Quebec Branch of the Association. Mr. Marsh welcomed the visitors in the kindest terms, and referred optimistically to the patriotic work of the Association.

CANADIAN INDUSTRIES AND COMMERCE

The toast "Canadian Industries and Commerce" was ably proposed by Hon. J. D. Rolland, of Montreal. Mr. Rolland reviewed briefly the industrial development of Canada, and quoted interesting statistics to show the growth of Canadian trade. The Hon. Raymond Prefontaine, Minister of Marine and Fisheries, made an eloquent response in the French tongue, complimenting the Canadian Manufacturers' Association upon the splendid success of the Banquet, and assuring those present of his strong personal support for a tariff revision which will provide sufficient protection to Canadian industries, under present and approaching conditions.

TO THE CHAIRMAN

Before singing the National Anthem, Mr. Robt. Crean, of Toronto, Chairman of the Reception and Membership Committee of the Association proposed, in a few happy and well chosen remarks, a hearty vote of thanks to the Chairman of the evening, expressing at the same time, the Association's appreciation of Mr. Amyot's splendid work in the Quebec Branch.

The motion was seconded by Mr. L. J. Breithaupt of Berlin, Ont., who delighted the assembly with his happy reference to the unique occasion and the unity of the races under the Maple Leaf.

The singing of "God Save the King," closed one of the most delightful and interesting functions ever held in the city of Quebec.

A number of the members of the Association from the West remained in the city for a few days, to meet many old Quebec friends and to enjoy the beauties of the Quebec winter. They were splendidly entertained by the members in Quebec, and will not soon forget the many pleasant features of the trip.

THE MANUFACTURING GROCERS MEET

A Successful Meeting of the Section held in Montreal on March 4th—Valuable Papers Read—Action taken re Food Adulteration

THE Manufacturing Grocers' Section of the Canadian Manufacturers' Association held a very successful meeting in the Montreal office of the Association on March 4th. There were present :

R. A. Donald (Chairman), Pure Gold Mngf. Co., Toronto.
W. L. Hamm, Maritime Coffee and Spice Co., St. John, N.B.
J. Carsley, Ozo Co., Montreal.
W. P. Downey, Montreal.
A. H. Ewing, S. H. & A. S. Ewing, Montreal.
R. A. Ewing, S. H. Ewing & Sons, Montreal.
S. W. Ewing, S. H. Ewing & Sons, Montreal.
W. Alford, S. H. Ewing & Sons, Montreal.
John T. Harper, Kerry, Watson & Co., Montreal.
Wm. H. Johnston, R. Herron & Co., Montreal.
E. D. Marceau, E. D. Marceau, Montreal.
Professor Walker, McGill University, Montreal.
I. L. Wortherspoon, Montreal.
W. H. D. Miller, Toronto.
R. J. Younge, Toronto.

The meeting assembled in the morning with the chairman, Mr. R. A. Donald, in the chair. After letters of regret had been read from different members of the Section who were unable to be present, the meeting proceeded to take up the programme, as it had already been sent out to the members of the Section.

ADULTERATION OF FOODS

A committee, consisting of Messrs. Donald and Mitchell, reported upon the Adulteration of Foods, advising that the Section should take action upon the large amount of compounded foods sold in Canada, labelled as pure. They advised the appointment of a deputation to wait upon the Government and ask for a rigid enforcement of the Adulteration Act, also to request that the fine of \$500 be reduced to \$20 and costs, and that the duty on ground spices be increased to 3 cents per lb. and 12½ per cent. It was decided to ask also that nutmegs and mace should be admitted at 12½ per cent. as whole spices, and the report was then adopted on motion of Mr. Hamm, seconded by Mr. Ewing.

A special committee was appointed, consisting of Messrs. Marceau, S. W. Ewing, Hamm, Herron and Donald, to discuss the mustard situation and report to the afternoon meeting.

FREIGHT RATES AND CLAIMS

The question of freight rates and freight claims then came up for discussion, and several of the members complained bitterly of the arbitrary attitude of the railway companies. Mr. W. H. D. Miller, the Transportation Officer of the Association, who was present, requested the members to lay their claims before him in writing in order that this matter should be taken up by the Association. He assured the members that, under ordinary circumstances, the railway companies were responsible for the condition of the packages, and that if their claims were handled in the right way they should secure their damages.

Prof. J. Wallace Walker, of McGill University, read a valuable paper on the "Scientific Preservation and Preparation of Foods," as follows :

THE SCIENTIFIC PRESERVATION AND PREPARATION OF FOODS

Mr. President and Gentlemen,—

When your Secretary did me the honor of asking me to address you at your annual meeting, I understood it as the expression of a feeling that a chemist, whose work has to do mainly with the products of animal and vegetable life, might be able from a theoretical standpoint to suggest some things which may be of value to you as practical men, who have to do with the preparation and handling of food-stuffs that are of course obtained

entirely from these same sources. I do not suppose that you will credit me as a professor of Chemistry with more than a general knowledge of the many processes which you employ in the preparation of the various articles of food in which you are severally interested. It is from this standpoint that I wish to address you. I shall commence with the assumption that the aim of the food manufacturer is to present to the public an article which is entirely wholesome, as appetising as possible, and therefore as like as possible to the original freshly prepared material even after the lapse of a considerable period of time, at the minimum of cost and with the maximum of profit, and I hope to be able to suggest one or two things which may, if followed out, advance that aim. I propose to consider very briefly the food problem from two points of view : first, under what condition is even first class material likely to deteriorate by preservation and storing; second, are there any *legitimate means* by which material of a lower grade may be so treated as to be of higher value than it is at present? Both of these are problems which as practical men must be of very great interest to you. But regarding the first question I intend to say very little, for to the expert manufacturer along established lines the treatment of a high class raw material is not likely to be a matter of very much difficulty. He can afford to spend greater care in its preservation because it will generally fetch its price in the market. Even here, however, there are some fundamental chemical rules which ought to be of guidance, while there are other points which are open to debate. In the case of meats or fish, the best material preserved while fresh is very little liable to be impaired by storing in tin even when the solder employed is not of a good order, but the same can scarcely be said of fruits or of some vegetables. Fruits are mostly acid even when ripe, and should surely never be canned in anything but glass unless the best possible solder is employed, for the acid juices are bound to eat on the lead of a poor solder and give rise to a contamination of the contents of the tin which must be hurtful to the system when taken in quantity and frequently. Personally, I should never intentionally eat any fruit or tomato which had been canned in tin for this reason. I fail to understand why, as I am informed, only the highest grade of many of these classes of foods are put up in glass. I cannot think that the cost is so much higher but that a ready market would be found for even a secondary quality at a much lower figure with a quite reasonable profit. Certainly, however, if it is necessary that tin should be used to meet the purse of the poorer consumer, the canner should see to it that the highest grade of solder is employed.

Take again the case of peas. Here the canning is not a matter of so much importance but the method of preserving employed in France at least, (I do not know if the Canadian canner does the same or not) is from a chemist's point of view open to very grave question. There seems to be a public demand for a nice green pea and this is attained by heating in copper vats. The copper acts on a certain constituent of the pea and forms a bright green compound with it. But copper compounds are distinctly poisonous and although the amount of it contained in a one pound tin may be quite harmless, it seems from analogy as if the continued use of such a food must in the end be hurtful. I would suggest to any of you who are connected with that line that the same result might be obtained in a perfectly harmless way by using the green colouring matter of plants, the so-called chlorophyll. But it might need the aid of an expert chemist to work out a process of applying it.

And this mention of the service that an expert chemist may give you in almost any line whatever that you choose to name, leads me to the second question that I proposed, viz.—whether

there are any legitimate means of so treating a substance of poorer quality that it will fetch a higher price in the market. It is here that a chemist would be of use to you. As an example, let me take what has in the last ten years come to be one of the great Canadian industries, the manufacture of butter. Last summer I spent part of my holiday on Speyside in Scotland, and among the many delightful things that charmed me there was the delicious butter. It had a delicate flavor and aroma that I have seldom found before, and which is certainly wanting in the best grades of that material which I can obtain in the city of Montreal. Canadian butter, as we get it here, may be perfectly pure, and it may be excellently preserved, but I can seldom accuse it of having a flavor. Wherein lies the difference? It was only necessary to walk along the country roads at Speyside to feel that. The air was filled with a delicious scent of some herb that abounded in the pastures and a small quantity of this fragrant chemical found its way into the cream and the butter. Now, if Canadian summers are too dry to raise such pastures as that, if it needs the mist and the rain of old Scotland, why cannot the Canadian manufacturer set some one to work to find out what the chemical substance is which is contained in the herbs of that pasture and to which the butter there owes its flavor. It seems to me that it would assuredly pay him to do so. The butter would command two or three cents a pound more, I should think.

Now it would not be necessary in a case like that to rely on the pastures of Speyside to supply the amount of the aromatic substance that the Canadian butter needs, for the use of a chemist lies in this, that when he has found out what a substance is, he is very often in a position to tell almost at once how the same substance may be made from some entirely different common material. To instance what I mean take the production of the fragrant vanilla from the bark of the pine trees, of the very valuable indigo dye from the naphthalene of coal tar, or of vinegar and alcohol from sawdust and wood chips. Such an addition to our Canadian butter I should call a perfectly legitimate means of obtaining a higher price for the article as it surely would in any market. I may seem to be advocating a contravention of the "Adulteration of Foods Act" but if such treatment of a necessary food is contravention of the act, the worse, say I, for the act. The sooner it ceases to interfere with the ordinary citizen obtaining as delicately flavored an article of food as possible the better.

And if a trained organic chemist could be of use to you here, his service would surely be in equal demand in the fruit canning industry. How often does a spell of wet weather spoil the flavor of nearly a whole crop of strawberries, cherries or peaches. And yet to discover the essence to which any particular fruit owes its flavor, and to prepare the identical substance from some other cheap source ought to be for a well trained chemist a comparatively simple operation. The necessary amount of the flavoring material could then be easily added and the less valuable crop brought up to the best standard. This suggestion would again, I think, be worth your while looking into, as a perfectly legitimate means of giving to a food the requisite quality. And even in preserving the best of fruits they lose something in flavor. Well, why not return it to them? We all want to think in winter that our pears and peaches have the full flavor of the fresh ripe fruit. It is only a question of putting the right men to work on the subject to find out the way of doing it, and assuredly the increased returns will soon pay the chemist's salary many times over. And then what about the waste material which reaches very large proportions in every canning industry? In many other industries it is just the disposal of the waste by-product and its conversion into something useful which enables one manufacturer to compete against another, as you very well know. To take the fruit canning industry once more, it would not take an organic chemist of very extensive training to suggest a use for the skins and kernels and general refuse of peaches, pears, cherries and such like, or to find out whether something valuable

could not be extracted from the leaves and pods of the pea or bean.

These, gentlemen, are some of the lines which occur to me in the short time which, in the stress of other business, I have been able to spend in considering what I should say that would be of interest to you. In all of them the nation or the man who would reap the profit must be first prepared for some outlay, but I have never yet heard of an industry in which a well trained chemist was employed where he did not rapidly save his employer far more than his salary, and that very often in the utilization of what had before been waste. In fact it is very often the function of the chemist to fulfil the letter of scripture in "gathering up the fragments that remain, that nothing be lost," and not infrequently he makes it worth twelve basketsful of the original material. But I said a *well* trained chemist. You can scarcely expect a youth fresh from the mere routine work of college to undertake at once the difficult task of finding out the essential principles of plants and fruits. Give him a chance first to see how such work is done in college. Let him stay on for a year or more doing scientific investigation; he will learn how to tackle the problems that you have to set him at afterwards. I may have given a very poor outline of them; you know better than I what they are, and if he is worth his salt he will find them out for himself when he gets into your business. But an extra year at college means extra expense to him and he is anxious to earn a livelihood as soon as possible. Way not help him, gentlemen, to spend the extra year—the best year of all his course—in the university? It will pay you in the long run as I have tried to point out, by his far greater efficiency in knowing how to tackle your problems.

Gentlemen, I would conclude by saying that I hope in a short time to see established by the Grocers' Section of the Canadian Manufacturers' Association, as has been done by similar associations elsewhere, a research scholarship for Organic Chemistry in McGill University.

J. WALLACE WALKER, Ph. D.

This was followed by general discussion, and a hearty vote of thanks was tendered Prof. Walker on motion of Mr. Rose, seconded by Mr. Downey.

A committee, consisting of Messrs. Downey, Carsley and R. Ewing, was appointed to consider the matter of prepaid freight rates and report at another meeting.

AFTERNOON SESSION

At the afternoon session a paper on "Peppers," written by Mr. E. L. Prior of New York, was read by Mr. Alex. Wills, as follows:

PEPPER AND ITS CULTIVATION

One of the necessities for conducting a successful merchandising business, where the products are bought in a manufacturing state, is an absolute knowledge of the crude materials which enter into the manufactured article, and the cost of manufacturing; this being essential in order that the buyer may have some accurate knowledge as to what is really the cost of the finished material.

If this is true in the purchase of manufactured products, it is certainly true in matters pertaining to nature; and in order that a merchant may successfully buy his crude products so that he may manufacture them at a profit, he must know when to buy, what to buy and what to pay for them. This knowledge he will not have unless he is well posted as to crop seasons, usual rainfall, labor questions, exchange values, and all other incidentals which go to make up the cost of growing an article.

To grinders of spices, this is almost an insurmountable barrier. The seat of operations is so far away, and the avenues of information are so beset with difficulties and deceit, owing to the nature of the people with whom the merchant comes into contact. The lack of reputation of the Arabs and the Chinese for veracity places the average buyer in a position where he cannot form a just appreciation of what it costs to "grow."

Series of years, however, have demonstrated to the European resident in the tropics, that at certain prices the natives of those various countries do not grow certain articles; but when prices advance, they immediately commence to cultivate; and this has been true of pepper, which subject is under discussion at present. Although it is impossible to state at the moment what the cost of growing pepper is (even the Chinamen who grow the stock, owing to their method of cultivation, hardly know this) it is a well-known fact that when the price of pepper was around 6½c. plantations were pulled up, tracts of land were neglected, and the article came into disfavor generally; whereas now that the price has advanced to around 14c. every Chinaman is planting a small tract, and pepper appears to be more plentiful. So to the ordinary enquirer as to the cost of producing pepper, one would say that at 7c. expenses were paid and anything over this was clean profit.

I said just now that the Chinamen knew absolutely nothing about the cost of growing pepper; and this is true in both a general and literal sense, for he has learned the law of averages and knows full well the uncertainties of life, and the impossibility of forecasting with certainty what nature will do in the matter of developing his crops. So he, with great ingenuity, arranges his plantation so that out of a large tract of say 100 or 200 acres, he will have at least 15 varieties of produce—which include coffee, tapioca, gambier, pepper, nutmegs, etc., etc.

His experience tells him that out of a line of 12 or 14 articles, at least three or four will go wrong; some may be troubled with blight, others with need of rain, while those which require a dry period for growth may receive too much rain; he knows, however, that the average of his assortment, year by year, will net him a profitable return on his investment, so that even the owner could not figure exactly the annual cost of his individual products.

Those who have studied the question seem to agree that at 7c. pepper just pays the grower, while any profit he may receive over and above this figure must go towards paying the deficiency of one or the other of his unprofitable products.

WHERE PEPPER IS GROWN

Practically no pepper is grown on the Island of Singapore; the stock is gathered from the adjacent islands and the mainland of the Malay Peninsula, where, unlike the Sumatra peppers, it is cultivated in small plantations owned by Chinamen, who seem to have pushed the native Malay back and farther back into the forests, and while still strangers in a strange land, to have dominated the entire business and social policy of both Malays and Europeans. The result is that to-day no European house can do business in Singapore except through their Chinese compradore or go-between. These wear the finest clothes, live in the best houses, drive the best horses, and generally speaking, represent the wealth and power of the port.

Singapore pepper is grown on plantations. It is a tall climbing vine of the nature of hops, and is planted and cared for in the same way as our fields of Lima beans or other tall vines of that variety, in rows of two or three feet apart, supported by poles.

CULTIVATION

Fertilization is unnecessary, for nature has endowed that country with such means of production that the native has only to scratch the ground and she will reproduce herself. Plowing is almost unknown; scraping is the rule of the day. Inasmuch as the thermometer never changes more than five degrees a year at the very most, averaging between 115 and 120, it is always seed time and always harvest. The husbandman can plant his seed at any time or day of the year, and count on perfect development in the allotted time of growth; and were it not for the indolence of the natives and lack of desire to do any real work, three or four crops of almost every tropical product could be produced each year.

The rainy season, however, interferes largely with the comfort of the native so that he does as little work as he can, and certainly no work which necessitates out-of-door life. During that period

rank vegetation flourishes apace and chokes off or kills much vegetable life. The pepper vine takes at least six years to grow before it arrives at maturity, and bears for seven years afterward, giving at first three or four pounds of berries to the vine, and then going up as high as eight or nine pounds and back again to three or four pounds, when the plant dies after 13 or 14 years of life. It has few enemies so far as parasites are concerned. Strange to say, it has no odor while growing, and the workers in the fields which surround the plantations derive no ill effects from their contiguity to such a pungent article.

When the pepper is half ripe, it is green, and as the period of perfection approaches it turns red, and ultimately the sun's rays turn it jet black. It is then stripped by hand, the bunches being very like currants, hanging in clusters. It is next placed over screens where it is dried, partly by the heat of the sun, and partly by gambier fires, which article is grown side by side with pepper. The novice, on inhaling a bag of new pepper, cannot help noticing that smoky odor which is found alone in Singapore kinds; this is due to the fires by which it is dried. The stock is then sifted and made clean from dirt and stones, packed into bags and sent by steamer to the shipping port, Singapore.

All the trading is done with Chinamen, although they are alien to the country. Their frugality, keenness, and general business methods, however, place them so far ahead of the native that they have taken from him almost all business and profitable enterprise. Pepper plants are much the same wherever found, and since they require more or less the same treatment when grown in plantation form, it will be needless to further discuss their growth.

DANGERS BESET THE PEPPER TRADER

The method of collection and growth of the Singapore varieties is not in vogue in such a wild country as Sumatra, whose people are in a real sense of the word, savage, for in the northern parts from whence come the Acheen (also called Penang) grades, travellers never go, and danger, which there generally means death, awaits those who attempt to penetrate the mountains lining the coasts on all sides. To-day even steamers trading along the coasts carry armed soldiers for protection against piracy, and the trader captain usually wears under his shirt a chain coat for protection against the dagger thrusts of the disappointed or perhaps deceived dealer.

Sumatra, Penang or Acheen peppers (all being different terms for the same grade of pepper) are mainly of jungle growth; plantations are much the exception, and if cultivated at all, they are found only in patches of less than an acre.

POLITICAL CONDITIONS IN SUMATRA

The politics of the island are a powerful feature in the rise or decline of pepper prices, consequently European buyers must have at all times an intimate acquaintance of ruling conditions. The method of Government all over the Island of Sumatra, which belongs to the Dutch, is more or less of a paternal nature. The Rajah of the district is held responsible by both his people and the new owners, the Dutch, for all that transpires either way, and has to make restitution to both ends, when difficulties arise.

The Rajah, in his turn, exercises considerable influence over the natives, and takes tribute from them in the shape of pepper and other commodities, besides being the business man of the district; so that a trader sailing around the Island of Sumatra, in search of its products, is only able to trade with the various Malay Rajahs, the system of exchange or barter being still the only method of settlement, though the more enlightened ones prefer silver dollars, at their value per pound, and not at so much each.

At present it is estimated that at least 50,000 bags of Acheen pepper are held in the island and owned by the Rajah of Acheen, the Dutch Government having levied on him a tax of \$1 per bag, Mexican, in order to defray claims held by shipholders against the Dutch Government for acts of piracy which are still a common and everyday occurrence. The old man stubbornly refuses to pay the claims.

The result is that the northern end of the island is patrolled by gunboats, and nothing of any moment, except what small amount can be smuggled out on the small prows, can be exported from that island, and until the Rajah needs money to celebrate a wedding of a new wife, or the birth of a child, or until there is a death in the family, this stock will be bottled up, and be held as a menace to the entire market of the world.

Hence, as to foretelling the future values on Acheen qualities, it is one of grave doubt and great uncertainty, for until the old man is brought to terms, his huge holdings will continue to be a menace to the market and prices generally.

SUMATRA. PENANG OR ACHEEN PEPPER

The Acheen crop (called "Acheen," because this is the chief shipping port), is collected en masse, without separation, usually by beating the pepper down from the vines and sweeping up what falls.

This pepper is taken by small sailing vessels, in its mixed state, large and small, light and heavy, from Acheen to Penang, the main shipping port on the Malay Peninsula, where it is graded by means of floating in large tubs of water; two grades are then made. The large size, or that which sinks in the water, sometimes called "shot," is used for the manufacture of Penang white pepper, and what little is not required for that is mixed off in various proportions, with the light shelly stuff which floats, in order to make class A, class B, class C, or class D Penang pepper, which vary according to the weight per Imperial gallon. Class A pepper weighs 4 lbs. 13 ozs. to the Imperial gallon; class B pepper weighs 4 lbs. 5 ozs.; class C pepper weighs 3 lbs. 13 ozs.; class D pepper weighs 3 lbs. 5 ozs. Penang pepper is one of the important things which manufacturers of spices have to give consideration to, especially when the pure food laws are such as to necessitate an exact amount of pepper or ash. Nature does not provide the same amount of rainfall every year, and her seasons of heat and cold are not regular. Consequently the woody part, or that portion which surrounds the outside of the peppers will vary from year to year, and the percentage of ash or woody fibre will change according to weather conditions.

TELLICHERRY PEPPER

Another pepper of interest to manufacturers is the Tellicherry pepper, grown on the West Coast of India, which finds its way to France in large quantities on account of the preferential rates of duty offered by her on this grade. Thus it happens in years of scarcity that Tellicherry pepper, owing to the demand from France, will rule cents per pound higher value than Singapore kinds. It is grown on plantations generally under European supervision, properly cleaned, collected and dried, and affords the most aromatic and pungent pepper there is in the market. It is almost certain that it was the Tellicherry pepper, or pepper along the Western Coast of India, which was priceless in the time of Solomon, and used as the barter for princes and a ransom for kings.

It was to that coast that the ships of Tarsish went; on account of the allurements of its flavor, the British East Indian Company was originally formed, whose vessels had for a time a complete monopoly of the East Indian trade; and who shall say it was not the desire for Indian spices that finally gave England this important possession; of all the products of the world, not excepting the gold and diamond mines of the Transvaal, pepper has exerted the most influence on the people of the world and the geography of nations.

To the Indian are we indebted for our knowledge of spice, and the education which he has given to the white man in culinary arts has been of vast profit and recompense to him.

WHITE PEPPERS

White peppers are the product of the same vines as the black pepper, for the Singapore white pepper is nothing more nor less than the unripened berry of the black pepper vines. The pepper is gathered in its green state before the outside skin has

had time to become red, or rains have had a chance to swell the outer skin and make it thick, or the sun has had an opportunity to turn the exterior black. It is then dried in the shade and the green skin rubbed off, leaving the hard kernel of the berry.

It would seem that white pepper of this variety could not have the aromatic pungency of the ripe fruit, and were it not for its color, which is desirable in some instances, the white pepper would appear to be like a hard peach, lacking the flavor and all the other qualities of the ripened fruit.

White pepper is never used by natives. In fact they do not use pepper at all in the way Europeans do. The article is used chiefly in making curries, and in order that the heat of the black pepper may be lost, the berry is steeped in water and finally boiled so that nothing but the aromatic part of the fruit remains; this becoming soft, is then rolled into their curry pastes, and the heat that is necessary for a successful dish, is supplied by the addition of red pepper, and not the result of the usual heat found in the pepper berry.

Penang white pepper is quite a different article, and is made from the ripened berry of the Penang, or what are commonly termed the Acheen peppers. The original pepper is thrown into large tubs of water; that which has a hard body, falls to the bottom, and is called "shot" pepper. This is then placed in huge troughs, which contain ammonia and water. Here it is allowed to soak for weeks, and when the water has penetrated sufficiently far into the skin of the pepper, the natives tread the pepper with their naked feet, rubbing the outside black skin off, which by this time has become decomposed. The troughs are then flooded with fresh water, the light skin floating over the top of the trough and eventually away to the ground, while the heavy pepper still remains at the bottom. This heavy pepper is taken out, dried, covered with clay, and becomes the Penang white pepper of commerce.

On motion of Mr. Ewing, seconded by Mr. Harper, a hearty vote of thanks was accorded Mr. Prior.

Re the question of imported mustards, it was decided to ask for a duty of 3 cents per lb. and 12½ per cent. (same as other spices) on all mustards imported at a value of less than 6 cents per lb.

Messrs. Donald and Mitchell were appointed a special committee *re* discounts to *bona fide* wholesalers, to report at a later meeting.

The election of officers was then proceeded with, and resulted as follows: Chairman. S. W. Ewing, S. H. Ewing & Sons, Montreal; Vice-Chairman, Wm. Gorman, Gorman, Eckert & Co., London, Ont.; Secretary, E. H. Cooper, Montreal; Executive Committee, R. A. Donald, Pure Gold Manufacturing Co., Toronto; R. Ewing, S. H. & A. S. Ewing, Montreal; W. L. Hamm, Maritime Coffee and Spice Co., St. John, N.B.; W. H. Johnston, R. Herron & Co., Montreal; J. I. McLaren, Hamilton Coffee and Spice Co., Hamilton; W. A. Mitchell, Todhunter, Mitchell & Co., Toronto; F. J. Ward.

THE METRIC SYSTEM

A Short Paper by ARNOLD W. THOMAS, ESQ., Chairman Commercial Intelligence Committee.

IT is not the purpose of this paper to enter into any detailed account or description of the Metric System, but as there is at the present time a Bill pending in the British Parliament making the use of the Metric System of Weights and Measures compulsory in Great Britain in two years, it is important that Canadian manufacturers should have an intelligent knowledge of what is involved in such a change, so that they may be prepared to take action in case necessity arises.

The foundation of the Metric System is an arbitrary measure called the "metre" which is approximately the one ten-millionth part of the distance from the Pole to the Equator and is about

39 $\frac{1}{4}$ inches long. This measure is divided into 100 parts called centimetres and these again into millimetres, each of which is the one-thousandth part of a metre. Longer distances are expressed in terms representing multiples of ten of the metre, the most common one being the kilometre which represents one thousand metres.

Square measures are built up from the metre and its multiples and similarly cubic measures are also formed from the decimal fractions and multiples of ten of the metre; a cubic centimetre, for example, being a cube each side of which is one centimetre in length.

Measures of capacity are formed in a similar manner, the standard being the "litre," which is a vessel having a capacity equal to one cubic decimetre. Larger and smaller quantities are expressed in terms representing decimal parts or multiples of ten of the litre.

Measures of weight are formed in a similar way, the unit adopted being the "gramme" which is the weight of a cubic centimetre of water at a certain temperature.

Larger and smaller weights are expressed in similar terms according to the decimal scale, the most ordinary term in use being the "kilogramme" which equals one thousand grammes, and roughly resembles two lbs.

It will be seen from the above that as the whole system of weights and measures, including linear, square, cubic, capacity and weight, is founded upon the same unit, there is a remarkable correspondence between weights and measures, which is a great assistance in many calculations.

REASONS FOR ADOPTION OF SYSTEM

The principal reasons urged in favor of the adoption of the Metric System of weights and measures in Great Britain and the Colonies are that that system has the following advantages:—First of all it is uniform and accurate; that is to say, if the Metric System were adopted the same weights and measures for all purposes would be used in all trades and industries. At the present time we have a variety of weights and measures. For example, there are avoirdupois, troy and apothecary weights. The pound avoirdupois contains 7,000 grains, and the pounds troy and apothecary contain 5,760 grains. There are many other measures which differ in quantity or contents according to use, a prominent example being the "ton" which has a different meaning in Great Britain from that which it has in Canada and another different meaning when applied to shipping.

Second—The Metric System is easily understood and used. As soon as one grasps the idea that the whole system is founded on the same standard and proceeds upwards and downwards in multiples and decimals of ten, it is not hard to understand and appreciate the simplicity of the system. The terms used are awkward to English speaking people, and when the Bill referred to above passed its second reading in the British House of Lords, Lord Wolverton said that it would be the duty of the Board of Trade to find simple English words instead of the kilometre designations.

In the third place the advocates of the Metric System claim that it is widely known and used. According to the report of the Decimal Association for 1898 the Metric System is used in 36 countries, having a population of nearly 450 millions.

The fourth claim urged in behalf of the Metric System is that it is simple in calculation. As each measure or quantity can be written down instantly as a decimal or multiple of ten of the standard metrical unit, it renders addition, multiplication and division of weights and measures very simple. We all know what a long and tiresome process it is to multiply or divide a quantity of tons, cwt., quarters and lbs. by a number, or what is even worse, to perform a similar operation with an area containing acres, roods, square yards and square feet. Similar problems in The Metric System are done easily and quickly.

Owing no doubt to the fact that man was made with ten fingers he has always learned to count by tens, and ten is the foundation of our system of notation. We know how convenient it is to use the decimal system in our coinage and money. It is claimed that it would be just as convenient to use a similar system in our weights and measures.

It is furthermore claimed by the advocates of the Metric System that it would be an advantage to British manufacturers to adopt this system, because, if they are making goods for both British and foreign markets, they, in many cases, have to have two sets of patterns or dies, whereas if the English-speaking races adopt the Metric System one set would do.

It is also claimed that representatives of British manufacturers are at a disadvantage in foreign markets if they quote their goods in feet and inches, or lbs. and ounces, as these terms are not used or understood in countries where the Metric System has been in use for any length of time.

A number of prominent organizations have passed resolutions on the Metric System. I shall only quote the four following:

RESOLUTIONS IN FAVOR OF SYSTEM

At the Fourth Congress of Chambers of Commerce of the Empire held in London, England, in June, 1900, a resolution was unanimously carried calling on the Government to legalize the Metric System in all parts of the Empire excepting India and to make it compulsory in two years. It was supported by delegates from Liverpool, Cape Town, Wellington, New Zealand, Leeds, Nice, Edinburgh, West Yorkshire and Sheffield.

At the Fifth Congress held in Montreal in August, 1903, a resolution of similar import was introduced by the representatives of the Birmingham Chamber of Commerce and supported by delegates from Vancouver, Sheffield, London, Montreal and Dudley, and was carried by a large majority. The only speaker against the resolution was Senator George A. Drummond of Montreal, who urged objections both theoretical and practical.

At the Colonial Conference held in London in 1902 the following resolution was carried:—

Resolved—"That it is advisable to adopt the Metric System of weights and measures for use within the Empire, and the Prime Ministers urge the Governments represented at this Conference to give consideration to the question of its early adoption."

At the Second Convention of the National Association of Manufacturers of the United States held in New Orleans in April, 1903, a report of a Committee on Weights and Measures was presented containing the replies received from their members to a series of questions on the advisability of adopting the Metric System in the United States. Replies were received from 264 persons or firms, a majority being opposed to the System for various reasons.

In moving the adoption of the report of the Committee Mr. D. A. Tompkins of North Carolina said: "The adoption of this System to the exclusion of ordinary weights and measures would cause great damage to this country. It must come about voluntarily, if it comes at all, and this change will not take place for 25 years. I move that the report be printed in the proceedings of the convention and the subject be left for discussion one year from now."

OBJECTIONS TO THE SYSTEM

The objections raised against the adoption of the Metric System group themselves naturally into two classes, theoretical and practical. Under the first heading it is urged that it is more natural for mankind to divide quantities and measures by two and multiplies of two than by ten. For this reason it would appear that the English pound containing 16 ounces and capable of division by two, three separate times, is preferable to the kilogramme containing 1000 grammes and the English foot containing 12 inches, which may be divided by 2, 3, 4 or 6 evenly, is a better measure than the decimetre containing 10 centimetres. In

fact it is common in France at the present time to sell goods by the demi-kilo, showing that the desire to divide quantities by two cannot be eradicated even after more than a century of a compulsory use of the decimal system. In this connection John Quincy Adams said in his celebrated report on the Metrical System that "decimal divisions are applicable only to numbers and that time, space, gravity and extension reject its sway."

It is also pointed out that while the adaptation of our system of weights to the Metrical System might be possible, that that System is badly adapted to linear measurements. The Brown, Sharpe Mfg. Co. in their remarks on this subject made the following illuminating statement: "The question of weights deals rather with the future, but linear measures are tied irrevocably to the past."

The principal practical objections urged against the adoption of the Metric System are the great confusion and the enormous expense that manufacturers would be put to in adapting their factories to a new set of standards. Investigation has shown that metric equivalents cannot be used for English standards and that therefore the existing standards must be abandoned. This would mean an enormous original expenditure for manufacturers and owing to the fact that standardized parts would be rendered useless a large increase to the manufacturer in the cost of his products.

It is also claimed that the Metric System does not lead to uniformity, but that the only weights and measures that are really uniform are the British. There is no trouble or confusion with the English standards in everyday life; when the term pound is used everyone understands what is meant. The pound troy is never used and it is doubtful if such a weight is in existence, so with apothecary weights. They are used by doctors and druggists and do not concern either the public or the manufacturer, unless it be the maker of graduates and druggists' balances.

Continental nations have not yet succeeded in driving out the old forms of weights and measures. A recent work published in Germany on the cost of textile fabrics contains an appalling mixture of weights and measures such as French lines, English yards, French inches, Metric metres, English pounds and Metric grammes.

It is also claimed that the Metric System does not reduce the labor involved in everyday calculations. In ordinary business problems the vulgar fractions such as $\frac{1}{4}$, $\frac{1}{3}$, $\frac{1}{2}$, $\frac{3}{4}$, etc., are easier handled than their equivalent decimals, and while the Metric System is well adapted for scientific purposes the reason is "that the scientific use of measurements consists of measuring existing things while the industrial use of measurements consists in making things to a required size."

In conclusion the Canadian Manufacturers' Association should carefully consider this question before committing itself to a course which might be prejudicial to the interests of the community.

NEWFOUNDLAND

The probable objective point of the C.M.A. 1904 excursion. Some account of its physical features, history, industries, trade

NEWFOUNDLAND, the first of Britain's colonial possessions, is a large island, triangular in shape, stretching across the mouth of the Gulf of St. Lawrence. It is separated from Labrador on the north by the Straits of Belle Isle, nine miles broad, and from Cape Breton on the south by a stretch of water which can be crossed by steamer in less than five hours. At its most easterly point it is nearer to Europe than any other portion of America; the distance between St. Johns, Newfoundland, and Valentia, Ireland, being only 1,640 miles.

The coast line of Newfoundland, owing to the numerous bays and harbors which indent its shores, is about 2,000 miles. Its greatest width from Cape Anguille to Cape Spear is 317 miles;

its greatest length between Cape Ray and Cape Bauld is 316 miles. The area of the island approximates 42,200 square miles.

Rivers, lakes and ponds are extremely numerous and are so extensive that it has been said that nearly one-third of the surface of the island is covered by water. The principal rivers are the Humber, about 80 miles long and navigable 15 miles for large vessels; the Exploits about 200 miles long and navigable about 30 miles; the Gander, 100 miles long; the Terra Nova, the Codroy and the St. George. Of the lakes the principal are Grand Lake, 56 miles long by 5 miles broad; Red Indian Lake, 37 miles by 3 miles; Gander Lake with an area of 44 square miles and Deer Lake, about 15 miles long by 3 broad.

The interior of the island, away from the line of railway and the coast line, is but little known. It is generally rough and uninviting but yet a genuine sportsman's paradise. In the valleys of the rivers splendid farming land is to be found. Elevated and exposed tracts of land cover the summits of the hills and ridges, clothed with a scrubby vegetation. The principal trees on the island are pine, spruce, birch, larch, willow, ash and fir.

From a tourist's standpoint Newfoundland provides many and varied attractions. Until the opening up of the country by the railway, which traverses its whole breadth, very erroneous ideas regarding its climate and physical features were held, but fortunately these are being rapidly dissipated. It is now looked upon as the Norway of America with its fiords, rivers and lakes. During the summer months the climate is very fine and exhilarating, and in winter it is claimed to be much milder than the adjoining parts of Canada.

HISTORICAL

Newfoundland was discovered by the Northmen about the year 1000 A.D., and many legends are on record with regard to its extent, inhabitants and climate. It remained practically a "terra incognita" until 1497, when the English adventurers, John and Sebastian Cabot, first sighted its rocky cliffs on June 24th. Subsequently the Portuguese visited the island, and it is even said founded a colony there. This fact is authenticated by Sir Francis Drake, who reports that he broke up a Portuguese settlement on the island.

Numerous English colonies were established in later years along the eastern shore of Newfoundland and the French took up land around the Bay of Placentia to the South. These colonies were simply fishing communities and were temporary in character. Frequent collisions occurred between French and English, until 1713 when, by the provisions of the Treaty of Utrecht, the whole island was ceded to England. The French were allowed fishing privileges on certain parts of the coast, and were granted the islands of St. Pierre and Miquelon. The first British Governor of Newfoundland was Captain Osborne, who was appointed in 1729.

The Government of Newfoundland is in the hands of a Governor and Executive Council of 7 members, a Legislative Council of 14 members and a Legislative Assembly of 36 representatives. The population of the island is mainly of English, Scotch, Irish and French extraction and numbers somewhat over 200,000 persons.

INDUSTRIAL LIFE

By far the principal industry of Newfoundland is the fisheries. The value of the products of the sea in 1902 totalled well on to \$10,000,000, made up principally of codfish. The total export value in 1902 was \$7,777,893 and in addition the value of codfish consumed locally for food and bait amounted to \$1,000,000.

The herring fishery is also important and in 1902 a value of \$361,324 was exported. The salmon export reached \$98,331 and the export of lobsters totalled \$412,256. The whale fishery has developed remarkably within the past five years, and in 1902 a value of \$125,287 was exported. The product of the seal fishery, including oil and skins, aggregated \$800,314.

Up to the middle of the nineteenth century the whale industry was an important branch of Newfoundland trade. It was prose-

cuted in row boats from the shore. In 1850 the business died out completely, not to be revived until 1897. Several companies now operate off the Newfoundland shore and a sub-industry has sprung up, by which the carcasses of the whales are manufactured into a splendid artificial manure. In time all the bye-products of this industry will be utilized and over \$100,000 added to its value.

TRADE AND COMMERCE

The total trade of Newfoundland for the fiscal year 1902-1903 aggregated \$18,456,448.58, of which \$8,479,944.58 represented imports and \$9,976,504 exports. The imports came principally from the United Kingdom, Canada and the United States, and the same countries, together with Portugal and Brazil, took the larger portion of the exports.

Newfoundland purchased from the United States goods to the value of \$2,920,914, from Canada \$2,869,897.58 and from Great Britain \$2,143,464. Newfoundland sold to the United Kingdom goods to the value of \$2,136,863, to Portugal \$1,603,431, to the United States \$1,331,418, to Brazil \$1,294,924 and to Canada \$1,014,799. The principal export naturally comprised the products of the fisheries, amounting to \$7,807,971. The mines exported \$1,299,058 and the forest \$264,116. Manufactured goods amounted to \$13,798.

THE ASSOCIATION LIBRARY

In the *British Empire Review* for March appears a valuable article from the pen of General Sir Richard Harrison, G.C.B. on "A Scheme of Defence for the British Empire."



With its issue for March 5, 1904, the *Electrical World and Engineer* completed its thirtieth year and the occasion was taken advantage of to publish quite a number of historical articles, treating of the development of electrical energy. Thomas A. Edison writes of "The Beginnings of the Incandescent Lamp," Dr. Roeber writes on "The Development of Industrial Electrochemistry." E. M. Bentley on "The First Electric Street Car in America." Wm. Maver on "The Progress of Telegraphy during the Past Thirty Years." A. V. Abbott on "A Review of Twenty-five Years of Telephony," and numerous other writers discuss kindred subjects.



A valuable report on the Textile Technical Schools of Germany and the development of the Textile Industries in that country has been prepared for the British Foreign Office by Dr. Rose, British Consul at Stuttgart. The report opens with a list of the schools giving instruction in textile manufactures, a description of the instruction given at the technical universities and an account of the special schools for weaving. These are followed by special descriptions of the schools at Crefeld, Berlin, Barmen, Chemnitz, etc. Then comes much valuable information about the extent and importance of the German textile industries, with statistics of production, number of employees, output, number of machines, horse-power, exports and imports, etc.



A report on the trade of Alexandria, Egypt, for the year 1902, has been published by the British Foreign Office. The report indicates that there was a considerable increase in shipping in 1902, as compared with the two preceding years, and that British shipping showed a decided increase. The imports to Alexandria totalled £13,428,734 of which £4,270,187 represents textiles. The report goes on to discuss the various imports, analyzing the sources of supply and the percentages from each.



The weekly report of the Department of Trade and Commerce of Canada for March 14th contains valuable information with reference to the taxes charged on commercial travellers in certain foreign countries.

The George White & Sons, Company, Limited, of London have issued a new catalogue of their threshers, traction engines, stationary engines and boilers, saw mills, etc., which is very tasty in appearance. The cover is decorated with a large Canadian flag and at the side appears the worthy motto, "Canada for the Canadians." The various machines are illustrated and their fine points carefully explained.

POST OFFICE INSURANCE

The new system of postal insurance, which went into effect on March 28th last, will doubtless prove a welcome innovation to those who have frequent occasion to use the registered mail. Hereafter inland registered letters, that is, letters addressed to a post office in Canada, may be insured against loss for amounts not exceeding \$25, on payment of the following fees:

| Fee | Limit of Compensation |
|---------|-----------------------|
| 3 cents | \$ 10 |
| 4 " | 15 |
| 5 " | 20 |
| 6 " | 25 |

Due care must be exercised to see that the contents cannot be touched without breaking the seal, otherwise the postmaster may refuse to accept the letter for insurance purposes. It has been deemed unwise in the meantime to provide for a greater compensation than \$25, but it is expected that risks on much larger amounts will be accepted later on, after the system has been thoroughly tested. The fact that outside insurance companies have been willing in the past to take risks running up into the thousands, speaks well for the efficiency of the registered mail department, and it seems only a question of time till the revenue which they derived from this source will be diverted into Government channels.

In adopting this system the Dominion authorities are but following the precedent which has been established with marked success by the Imperial post office in Great Britain. It is now some two years since our Commercial Intelligence Committee first urged the importance of this matter upon the Government, and the final success of their efforts will doubtless be a matter of congratulation to Mr. J. O. Thorne and his associates, who were the first to take the question up.

TRAVELLING EXHIBITIONS

A number of enterprising Britishers are soon to put into execution one of the most unique commercial ideas of modern times. Realizing the necessity of getting into personal touch with their foreign customers, and with a view to extending their trade in distant markets, they have hit upon the scheme of fitting up a vessel as an immense show case for the display of their goods, and then sending it abroad on a mission of advertising.

The old Beaver Line Steamship "Lake Megantic" is now being remodelled for this purpose. One hundred and fifty industries are to be represented in the display, and their exhibits will stretch from one end of the boat to the other.

The boat will sail for Canada about the end of April, and will touch at Halifax, St. John, Nfld., Quebec and Montreal in the order mentioned. Leaving Canada, she will proceed to the West Indies, thence to South Africa, India, China and Japan. On the return voyage she will visit Australia, South America and finally West Africa.

A similar venture will be undertaken during the coming summer by thirty of the leading export manufacturers of Austria who are ambitious to invade the English market. They are confident that they only need an opportunity to study the English taste in order to achieve success. It is estimated that the individual cost to the participants will not exceed \$400, notwithstanding the fact that three weeks will be spent in each of the principal cities.

Transportation Department

TRANSPORTATION COMMISSION

THE Dominion Royal Commission on Transportation, composed of Messrs. John Bertram (Chairman), Robert Reford and E. C. Fry, should not be confused with the Board of Railway Commissioners for Canada, of which the Hon. A. G. Blair is chairman, with Hon. M. E. Bernier and Dr. James Mills as colleagues. The latter is permanent, the former transient. Mr. Bertram's Commission on Transportation has for its duties an enquiry into the various Canadian channels of transportation to our foreign markets and the consideration of the means whereby these may be improved. It is well known that the Board of Railway Commissioners have for their duties the regulation of railways in all those respects in which the Government have the right of control.

The Commission on Transportation held open court in the Toronto Municipal Buildings on March 23rd. The Toronto Branch of the Association in a report carefully prepared under the direction of a special committee, set forth the arguments of the branch for improvements in Toronto harbor. This involved the necessity of referring to a hoped-for improvement in lake and river transportation, a matter in which not the Toronto branch only, but a large body of the Association is vitally interested.

In a previous issue was discussed the question of import *vs.* local rates, with special reference to the extension to import business of the agreement between the rail and water carriers now applicable only to the local rate. So long as the agreement in local rates continues in force, the same agreement should be applied to import rates. The import rates should not be lower than the local rates. This is a matter in which the carriers, land and water, are all interested. It is incumbent upon them to see that the Canadian shipper is not prejudiced by their rate systems in his home market.

The report of the commission is likely to mark an epoch in the Canadian transportation question. It will concern itself more with improvements—with the future—of our transportation. It will impel a looking forward, and the question, are these agreements between the rail and water carriers with respect to rates reasonable and just? In the above suggestion with respect to the protection of the Canadian shipper, they are not essential, that is, it should be possible for both parties to recognize individually the duty they owe to the home shipper. It is the same whether the land and water carriers, or only the railways, have received bonuses from the people. If the latter have not received bonuses, they operate on Canadian waterways, are Canadian enterprises sustained by Canadian capital and largely fed by Canadian shippers.

To return to these rate agreements: They are not made upon the proper basis, and are therefore unreasonable. They act as a restraint upon the free use of the waterways and are a disadvantage to Canadian trade. If an agreement were warranted between the railways and the boats, it is reasonable to suppose that the basis would be the boat rates, that is, the rates of the cheap means of transportation. This is not the case. The railway rates are the basis. The more expensive route is allowed to establish rates for the boats, which it could otherwise not control. To illustrate: take a shipment from Montreal to Fort William. The railway rate by the rail and water route is, say, 30 cents per 100 lbs. If the boats wish to carry the goods, they would, according to this agreement with the railways, accept a rate lower by about 3 cents per 100 lbs. Naturally the controlling factor should be the cheaper all water route, which would be expected to quote a rate commen-

surate with the service to be rendered, and the railways if they wanted the trade, would meet this rate, or ask a somewhat higher rate if their facilities and service were of a better kind.

The present system probably originated in the past, when the railway used to add to the rates from Fort William an amount representing the reduction from agreed rates to which the boat line had subjected its rate. As the cut rate quoted by the water carrier was not made for the benefit of the railway, it was natural that it would hesitate to cut a rate when the railway from Fort William might be the party to benefit. The conditions have somewhat changed since the arrival of the Canadian Northern at the Port Arthur water front, with respect, at least, to business to Manitoba and the Northwest. It may be the same to British Columbia. If it is not, in the interests of Canada it should be so. The same proportionate rates from Port Arthur or Fort William should apply whether or not the goods reach those ports by steamers operated by or in connection with the railways or otherwise. Provision should also be made to see that outside steamers are not, as they have been in the past, unwarrantably delayed in unloading.

It is some advantage to the farmer that the system of transportation, by means of which his wheat is carried to its final market, has been subject to such improvement as brings the price at his railway station in reasonable proximity to the price in his final market. As a result he secures good returns for his labor. It is only a partial advantage, perhaps a doubtful advantage, if while his outward transportation is in a developed state, his means of securing the manufactured goods which he requires in his daily life, were in a rudimentary state of development. It is conceivable that the advantages on the one hand might be largely offset by the disadvantages on the other. It is natural that the attention of the Transportation Commission should be directed to this phase of the transportation question.

The natural channel for the bulk of the manufactured goods of the east to the present gateways of our west (Port Arthur and Fort William) is the St. Lawrence and lakes quite as much as these waterways are the natural outlet from these gateways for the products of the western wheat fields. The present tendency of the movement of grain, probably on account of the larger lake carriers that can be engaged in the trade, is to the east coast of Georgian Bay and Lake Huron (Depot Harbor, Midland and Goderich) added to which advantage is the quicker transit via this route to Montreal and low aggregate rates. The disposition to utilize the longer lake route, while it has not entirely disappeared, is doubtless discouraged by the depth of the Welland canal, to thread which even the smaller carriers, which sustain the reputation of the longer water route to Kingston or Prescott, have to sometimes partially lighten at Port Colborne and resume their full load at Port Dalhousie. It is suggested that this canal should be deepened to admit vessels carrying say 110,000 bushels of grain. Whether this is done or whether this is not done, and in the former case, some deepening would doubtless be required of the channel and approaches to Kingston and Prescott elevators, the vessels that are engaged in this trade should be so constructed as to admit of the carriage, on the return trips, of the manufactured products of the eastern provinces, Ontario, Quebec, etc.

The future of a large number of manufacturers in the eastern provinces—more particularly the manufacturers whose competition is from the United States—is in the water route to Fort William or Port Arthur. This route must be free from all

restraint if it is to fulfil its purpose. The United States manufacturers, shipping through Cleveland or Buffalo, have the double advantage; on the one hand, of a water service free of embarrassing agreements and actually competitive, and, on the other hand, access to a quantity of shipping going North for loads, which if it does not secure merchandise cargo must go light or in ballast. These conditions tend to keep down rates. An unembarrassed water route from Montreal, Toronto or Hamilton, a route on a comparative basis, as it should be, would draw as healthy and and steady traffic. In the interest of the manufacturers, the shippers and the people at large, the present restraints should be removed from the water routes, so that transportation by water may be restored to the position of prominence to which it rightly belongs.

FUNCTIONS OF A SHIPPERS' BUREAU

THIS is the heading of an article which appears in "The Railway Age," published in Chicago, in its issue of March 4th. The Railway Age is devoted to the interests of transportation and the railways. For this reason it may be assumed that when it speaks of the Shippers' Bureau, it does so largely from the standpoint of the railways. The "Age" traces the origin of the shippers' bureau to the evolution of commerce and the consequent inter-relationship of trade and transportation. These Associations or Bureaus are not altogether of recent date. As Chicago and Omaha are each said to be contemplating the establishment of a Shippers' Bureau, and several other cities have already such organizations, it is to be assumed that, in the commercial relationship, (sometimes a "strenuous" one) between the carriers and shippers in the United States, these organizations are found to be of some usefulness. It is possible that when they are confined to one locality as in these cases, or to one line of trade, they might, perhaps unconsciously, attempt on some occasion, an injustice to the carriers or to some other section of the community. This can be avoided only by a broad policy inspired with some sympathy for the difficulties of the railway officials, whose responsibilities the "Age" very truly points out as against the convergent interests of these local bureaus are of an opposite character, in other words—divergent. The policy of some of these organizations is said to be avowed antagonism to the railway companies. The "Railway Age" does not see any reason for antagonism, but thinks there is a need of conference and co-operation and assigns to this reason, the necessity of these organizations, as an essential feature of modern commerce.

There are some shippers and manufacturers who overlook the importance of transportation in the development of their business. There are others who have not the opportunity, owing to the more urgent demands upon their time, of giving the question of transportation very much consideration. It is hardly possible, and herein lies the main justification of the shippers' bureau, for individual manufacturers to understand the transportation question in detail, and where much depends in the business of the individual shipper or manufacturer, as much does depend, upon a broad understanding of the national transportation question, some central bureau, in his interests, becomes a necessity. The "Age" contends that as the railway official is a busy man and his field of observation of necessity very large, outside suggestion is essential, if adequate attention is to be given to all subjects. At the same time, it states that the day has passed in which there was a disposition on the part of some railroad men to assume a Czar-like attitude and enforce their wishes without regard to results, except to themselves. The "Railway Age" is right both with respect to the necessity of these organizations and the character of the relationship which should exist between them and the railroad companies, that is, a harmonious and sympathetic one.

In addition to the shippers' organizations already established and those which Chicago and Omaha are contemplating, the National Wholesale Lumber Dealers' Association in the meeting of March

3rd, at Washington, adopted a resolution looking to the establishment of a transportation bureau. The lumber dealers have not yet formulated the plans for their bureau, a duty which was left in the hands of their trustees, but it can be gathered from the report that the functions of the bureau will involve a consideration of claims, car supply, overcharges of weight and rate, demurrage charges and the uniformity of rates.

CLASSIFICATION

A MATTER of importance to the shipping public is the Canadian Freight Classification. The issue at present in use by the railway companies (No. 12) was not approved by the Governor-in-Council, a requirement of the old Railway Act. The new Act, effective from the 1st of February last, the enforcement of which is placed in the hands of the Board of Railway Commissioners, requires that the classification last approved by the Governor-in-Council (that is, Classification No. 11) shall continue in force until otherwise ordered or directed by the Board. With a few exceptions, (some of these are important) the present unapproved classification differs in the matter of ratings, in so far as there is room for comparison, very little from classification No. 11.

As a result of the rapid commercial development of the country, of which during the last few years there have been so many evidences and the enlargement and expansion of our industries, the number of commodities offered for transportation has largely increased. This increase has been provided for in Classification No. 12, and to these additional ratings no exception can be taken, in so far as the new commodities have been fairly classified. The exigencies of business have made it necessary for the railways to reduce the ratings of other commodities. To this no one will object. But, any proposition to increase the rates which a shipper is asked to pay, by changing the classification of his goods from a lower to a higher class is a matter upon which he has a right to be heard, along with the railway companies, before a tribunal competent to decide between them. It cannot for a moment be allowed that the railway companies are privileged to advance the rating of one commodity against a reduction in the rating of another. It would be impossible, in justice to the shipping world, to allow, in the making of classification, a principle like this. The rating of commodities is a matter of the individual merits of individual commodities, and it is fair to assume that, where a reduction has been made in the classification of a commodity, it has been made as the result of a study of the conditions surrounding that particular commodity. The same with respect to advances with this difference, that an advance is made upon a classification rating already conceded and approved, and in this case it is essential in the interests of the shipping public and to some extent of the railways themselves that the proposed advance should be passed upon, if required, by competent tribunal before being put in effect.

It is not alone the removal of commodities from a higher to a lower or from a lower to a higher class and the resultant reduction or advance in the rates of transportation that is of interest to the public. More important by far than the change in the rating of individual commodities, which interest sometimes not more than a section of the community, is the change in the rules and conditions of transportation, which as applicable to all classes of freight, are necessarily of widespread interest.

Classification No. 12, in respect of the rules differs in some important features from Classification No. 11. Classification No. 11, with a few exceptions (the reasonableness of some of which is quite plain) authorized, at the option of the shipper, the mixing together at the highest carload rate and the minimum weight as applicable thereto, of any variety of commodities, so long as each individual commodity was provided with both a carload and a less than carload rate. This rule, it may be added, has been in force for a number of years and

is still in force in the official classification territory of the United States, that is, east of the Mississippi River and north of the Ohio and Potomac Rivers to the Canadian boundary; the official classification also applies on business handled between this United States territory in and out of eastern Canada. The revised rule of the Canadian classification which confines the mixed carload privilege to commodities carrying carload and less than carload rates under distinctive headings, such as "Agricultural Implements," "Groceries," "Hardware," etc., attempts to lay down the extent to which the manufacturer or shipper can turn out goods from his factory or premises and secure upon them the protection of carload rates. This rule does not include all lines of trade, but, as far as it goes, it attempts by means of these distinctive headings to delimit the boundaries of certain particular trades. To some extent, the manufacturing and shipping establishments, which turn out a variety of goods, are the result of railway legislation; Rule 2 of Classification No. 11, and its predecessors, offering no bar to the mixing of various commodities for carload rates and offering, at the same time, no obstacle to the shipping from one plant of goods not necessarily trade-related to each other. Classification is not necessarily strictly a matter between the shipper and the railway company. The right of the consignee to carload ratings and other privileges has not been emphasized though he is possessed of rights in the premises. Some interesting cases in respect to this point have been decided by the Interstate Commerce Commission based upon the Official classification rule, which, as stated above, resembles Rule 2 of Canadian Classification No. 11. The mixed carload privilege of the Classification No. 11 has been so curtailed as to mean in many cases an important advance in rates; thus constituting an objection to this phase of the classification.

Rule 1 of Classification No. 12 is also objectionable both in as far as it differs from Rule 1 of Classification 11, and in respect to some regulations which, unfortunately, have been already approved in previous classifications. The change introduced in Rule 1 of the present classification in the minimum weights cannot be objected to except where they impose a burden upon the shipper. Where the increase in the minimum merely gives the railway companies a more economical use of their improved rolling stock, the rule is a matter of common interest to the railways and shipping public.

Rule No. 1 is unfair in the regulations with regard to the minimum weights for light and bulky commodities loaded in large

cars. The principle is well established in the various classifications of the United States that where cars, larger than the standard car of to-day (36 ft.), are required for the transportation of light and bulky commodities, the minimum weight for the larger car shall be proportionately higher than the minimum weight for the standard car. There is another difficulty in the regulations regarding minimum weights which only the Western classification undertakes to partially rectify. Frequently the minimum weight provided for light and bulky commodities can either not be, or be but barely, loaded in the 36 ft. car. If a car of this size is not available and a smaller car is supplied in the absence of any regulation providing for a proportionately reduced minimum for such car, (except in Western classification territory) the minimum weight as for a 36 ft. car is charged. The Western Classification allows a reduction of 3 per cent. per foot down to 91 per cent. of the minimum of a 36 ft. car when a smaller car is used. This is equal to the percentage advance on the minimum weight for a 36 ft. car when a larger car is required. In discussing the fairness of the contention that the minimum weight for these light and bulky commodities should vary with the varying lengths of the cars supplied (under and over the minimum as for a car of 36 ft. in length), it should be borne in mind that where a larger car is supplied for light or other freight it does not cost the railway company the difference in freight charges based upon the proportionate advance in the minimum weight, for the transportation of the larger car. If the company supply old style equipment, smaller than 36 ft. in length, for bulky or light commodities, the minimum weight should be scaled to the length and the loading possibilities of car supplied.

In common with several other organizations, this Association protested the approval of Classification No. 12, which it was found had not been approved by the Governor-in-Council. As a result of this joint protest, the Honorable, the Minister of Railways, decided to recommend that the approval of the classification be withheld. That the action of the Association was justified in its course a further examination and comparison of the two classifications will abundantly prove.

Outside of all this, the Canadian Classification offers, even in the ratings and rules which have long been approved and in effect, openings for criticisms with respect to the fairness of important ratings and rulings, all of which should be examined and adjusted in the interests of the public and the railway companies.

TRADE WITH BRITISH WEST INDIES

By E. H. COOPER

Secretary Montreal Branch, Canadian Manufacturers' Association

WHEN the Association tendered me a trip to the West Indies and British Guiana, I was admonished to avoid business. But having come into contact with the merchants and planters of these Southern British colonies, I feel there are some features upon which I should make a short report.

The West Indian producers realize the growing and permanent value of the Canadian market for their tropical products; they welcome every effort to create reciprocal trade, and they appreciate what has been done by this Association in that direction. Many pleasant references were made to the recent trip of our Ex-President, Mr. Munro, and Mr. Stewart, the value of whose trip to the West Indies, I find, can scarcely be overestimated. They did much to enlighten these colonies upon the value of this market, and upon the ability of Canada to supply what the West Indies need in the matter of foodstuffs and all kinds of manufactured goods.

THE SUGAR MARKET

It is now almost two years since Mr. Stewart returned from his investigations, and in that interval the warm feeling he re-

ported that the West India colonists had in their hearts for Canada and Canadian trade has undergone a full two years' growth. This is chiefly on account of the condition of the sugar market. The Brussels Convention, which achieved the abolition of the sugar bounties, has not increased the price of West India sugar; the United States market is now almost completely supplied by Porto Rican, Cuban and home-grown cane and beet; the English market offers no more favorable terms to the colonial than to German sugar, so that the only market in which the West Indian sugar has a preference is in Canada. As yet we can take only about two-thirds of their total sugar production, a fact which keeps the Canadian price of sugar almost equal to the New York parity, permitting but a small portion of the Canadian preference to go to the sugar producer.

They hope in time we shall need their entire output, but meanwhile the sugar industry is languishing on account of the extremely low price of sugar.

Additional estates are being abandoned year by year, and unless the most modern machinery is employed, it does no more

than pay to harvest the crop, and that with labor getting from 18 cts. to 30 cts. per day. With all the celebrated fertility of these lands, only in one place (British Guiana) does the amount of exports exceed the imports. Many of the planters are deserting sugar for cocoa, oranges, limes and other tropical productions. Successful experiments have also been made with cotton, although the possibility of its growth has not been fully determined.

DEVELOPMENT OF TRADE WITH CANADA

These products the West Indian producer hopes to sell in Canada, and the desire to secure and retain for these commodities a permanent market in Canada, is to Canadian observers at least, the supremest political desire in the West Indian's breast. If Downing Street would grant the privilege (and it is not probable that its consent would be withheld) it should not be difficult to negotiate a series of reciprocity treaties with these colonies. Even federation is frequently advocated, the colonies feeling that the \$200,000 a year paid to resident Governors is not a profitable investment. Since I left British Guiana I see that their local Parliament has expressed a willingness to grant a preference of 10 per cent. upon Canadian goods, and I have no doubt that if our Association would take the matter up with the different Chambers of Commerce throughout the Islands, we could initiate an agitation that would result in a general reciprocal tariff arrangement.

Although it would appear that there are natural advantages for an exchange of commodities between Canada and the tropical colonies, yet we take only 5½ per cent. of their exports and send them only 5 per cent. of their imports. The United States contributes 32 per cent. of their imports, and Great Britain 41 per cent. This year's figures, I believe, will show a good increase in their exports to Canada in view of the large amount of sugar now being bought on Canadian account, and it is therefore incumbent upon Canadian shippers to provide an equivalent increase in the opposite direction.

BETTER TRANSPORTATION FACILITIES NECESSARY

There is one great obstacle to a growth of direct trade; I refer to the inferior steamship connection. While due credit must be given to the Company now operating, for the energy they have shown in developing the trade, it must be pointed out in the interest of the public generally, that the West Indian merchants regard the Canadian line (in the words of one gentleman whose opinion I esteem highly) as "running to little purpose." For each trip to Demerara and return the Company is paid by the Imperial and Canadian Governments about \$4,885, and from all I have learned in the West Indies, if that amount cannot secure a more frequent and speedier service, with cold storage accommodation for fruits, it would be advisable to follow the example of the United States Government and pay out the subsidy in the form of a fee for carrying mails. There would at least be competition where at present there is none. The chief results of the present contract under which the subsidy is paid are (1) to prevent the establishment of a competing line (2) to make the route a slow one for the principal ports, Barbados, Trinidad, and Demerara, by forcing the boats to call at all the Northern British Islands. At all events it is hopeless to expect the boats now running to compete with the larger and more modern ones running from New York with a comparatively smaller coal consumption.

The West Indian merchants seldom, if ever, use the Canadian boats for mails; they regard shipping by the Canadian boats as extremely slow; goods coming from New York in at least half the time they come from Canada, reckoning from the time the order has been cabled. They claim that the boats are too small and that they cannot carry the cargo offering. Certainly, I myself, saw 30,000 to 40,000 bags of sugar lying on the wharf at Demerara waiting to be shipped to Montreal, and not one bag came by a Canadian port. It was shipped by New York in a United States boat that carries in return United States flour and manufactures, and some Canadian. This latter circumstance may

be accounted to a rate war now being waged, in which a line drawing a subsidy from the Italian Government is one of the contestants, but the grievance is a long standing one, and I would recommend it be referred to our Transportation Manager. It might also be deemed advisable to have the boats sail from Montreal in the summer months, and to provide a quick freight service from Ontario and Quebec points to Halifax and St. John in the winter.

CANADIAN FLOUR AND FOODSTUFFS

When Mr. Munro visited the West Indies he was confronted with the frequent complaint that Canadian flour would not stand the hot weather. That complaint has been disproved and has been changed to one of insufficient quantity. Regular shipments of Ontario flour could supply the demand. Demerara alone imports 15,000 barrels of flour a month, but only about 2,000 barrels come from Canada. Barbados takes 48,758 barrels of flour a year from the United States, but not one tenth of that amount from Canada. All foodstuffs including grains, beef and pork, cheese, butter and canned goods are wanted in proportionate quantities. If these could be obtained in sufficient quantities in Canada, I am confident that the Colonies would not hesitate to grant Canada a tariff preference. About the only commodity of which they can secure sufficient quantity from Canada is fish.

MARKET FOR CANADIAN MANUFACTURES

Many lines of Canadian manufacture are now going into the West Indies, being introduced not only by special travelers, but by resident energetic Canadian representatives such as T. Geddes Grant, of Trinidad, the correspondent member of our Association, about whose esteem in that important Island I cannot speak too highly. Canada has also many warm friends among the West Indian business men, such as A. Guy Wyatt of Demerara, and in the northern islands such as J. Cox Fillan and Hon. W. L. Horsford.

Many of the goods wanted are the cheapest grades, but there is also a sale for high class goods. In the same store you will find a \$5 Canadian boot with a \$1 United States boot, the sole of which is made chiefly of paper. Canadian woollens, in lines where price is not the chief quality, were seen, and such goods as neckwear and umbrellas had been introduced quite recently. Metal goods are now going down for the first time. Paints and varnishes are securing a firm grasp on that market. Lumber is bought in large quantities. Soap is sold to some extent. A few of the islands will take nothing but Canadian cheese, while in others you will hear that it is too rich and becomes oily in the extreme heat. Rubber goods and cordage are well known as Canadian goods. Furniture has been shipped in small quantities. There is virtually no line in which Canada has exhausted her possibility. Supplying as we do both foodstuffs and manufactures, there is still much of that \$33,000,000 market that could be gained with effort and persistence, and an evident desire to give just what is asked for. It is doubtful if there is a more favorable market offered to the Canadian manufacturer to-day.

I was requested by a Bank Manager to give the Canadian manufacturers one warning against shipping goods with the delivery conditional on acceptance of draft. Except with those two firms Mr. Stewart mentioned in his report, this condition should be on "payment of draft" rather than "acceptance."

Any detailed information in my possession I should be glad to supply to our members on application.

The Government of Newfoundland has abolished the duty of 25 cents per barrel, hitherto imposed on flour entering the colony. Last year 383,000 barrels of flour were imported, of which probably two-thirds came from the Dominion. The duties collected on this flour amounted to \$95,000. The United States has always been a rival to Canada in the Newfoundland flour trade, and has captured considerable of the trade. Duties on molasses and kerosene have likewise been abolished.

Industrial Activities

O. F THE MONTH



Contributions of interesting news items are invited

IT is probable that the Maritime Nail Company, whose works at St. John, N.B., were recently destroyed by fire, will rebuild on the former site.



John Wanless & Co., manufacturing jewellers, of Toronto, recently had their showrooms handsomely decorated and improved. Their business has been in operation for sixty-four years in that city.



The Force Food Company, Limited, has been incorporated under the laws of the Province of Ontario, to manufacture, purchase and sell the food product known as "Force."



The Canada Cycle and Motor Co. have just moved into new quarters at the corner of Bay and Temperance Streets, Toronto. The building, in which they are now located, was formerly occupied by John Dixon, carriage-maker.



The Woodstock Wind Motor Co. are said to be making arrangements for the erection of an extensive addition to their factory.



The Woodstock Lumber Mfg. Co. have commenced work on their new planing mill and sash and door factory. The plans call for the construction of a two-story building with basement, 56x100 ft.



The annual meeting of the shareholders of the Canada Paper Company was held on 9th February. A satisfactory report was presented. Mr. H. Montagu Allan was elected President, Mr. H. S. Holt, Vice-President, and Mr. F. J. Campbell, Secretary Treasurer.



The Canada Malting Company of Toronto will erect a \$350,000 malting plant and elevator on the Lachine Canal, St. Henri.



The Westmount Transit and Power Company are applying for a Quebec charter to furnish the town of Westmount with light, heat and power.



The new C.P.R. shops at Montreal, known as the Angus shops, are now complete, and all that remains to be done is to lay out the yard tracks. Besides attending to repairs to rolling stock on the Eastern Division, this plant will be utilized for the manufacture of locomotives, passenger and freight cars. The output of the latter will be from 25 to 30 per day.



The Canadian Consolidated Oil Co., with a capital stock of \$1,000,000, has been incorporated to take over the business of The Grant Hamilton Oil Co., the Canadian Oil Refining Co., and The Sun Oil Manufacturing Co. Their head office will be in Toronto. It is stated that other oil companies will join the amalgamation at an early date.



The Princess Estates Company, Ltd., recently incorporated with a capital stock of \$5,000,000, has purchased 25,000 acres, or four square miles of land in the neighborhood of Niagara Falls, for the purpose of developing factory and town sites near the great power plants in Victoria Park.

The Robb Engineering Company has received an order from J. G. White & Co., of London, England, for a 300 horse power Robb-Armstrong tandem compound engine to be a duplicate of two engines supplied by them for the Perth Tramways, Western Australia, five years ago.



Arch. Campbell, M.P., of Toronto Junction, intends to increase the capacity of his flour mills from 700 to 1,000 barrels. An addition will be erected for the manufacture of oatmeal and cornmeal.



Gault Bros. & Co., Ltd., and the Imperial Neckware Co. were losers to the extent of \$50,000 by the fire which visited the Berry Building, Montreal, on April 1st.



The Consumers' Cordage Company, of Montreal, have received the contract for supplying all the transmission rope to be used in the new elevator at Montreal.



Mr. E. W. Gillett, the President of the E. W. Gillett Co., Limited, of Toronto, died at Chicago on March 4. He was sixty-one years of age, and the head of an important firm.



The Frost Wire Fence Co., of Welland, Ontario, have added a galvanizing plant to their factory for the galvanizing of small articles.



The large brick factory of the D. W. Thompson Co., manufacturers of coffins and upholsterers' supplies at Toronto, was completely destroyed by fire on March 9. The loss was about \$100,000.



A Board of Trade has been organized at Preston, Ontario, with Mr. George A. Clare, M.P., and Mr. Jacob E. Klotz, as moving spirits. Mr. A. D. Pringle is Secretary.



Mr. J. Enoch Thompson, of Toronto, has been appointed Consul for the Republic of Cuba in Ontario. All invoices, powers of attorney, or other documents emanating from Ontario for use in Cuba require to be legalized at his office.



One of the largest brick-making concerns in the north of England will erect a \$50,000 plant at an early date either in Winnipeg or Edmonton.



H. Lamontagne & Co.'s harness factory, Montreal, was damaged by fire on March 22nd to the extent of \$2,000.



Mr. Alexander McLean, of Ottawa, has been appointed Canadian Commercial Agent in Japan. Mr. McLean is an old newspaper man, and was at one time Parliamentary printer.



Thomas Bros., Limited, of St. Thomas, will build about forty dwelling houses this spring, to relieve the house famine prevailing there.



The Crow's Nest Pass Coal Company, has ordered from the Robb Engineering Company, two 175 horse power Robb-Mumford boilers for their mines at Fernie, British Columbia, in addition to three of the same style installed last year.



Foreign Trade News



MILAN will hold an international exposition from April to November, 1905, to inaugurate the opening of the Simplon Tunnel.



"MADE IN CANADA"

Mr. A. W. Grindley, Agent in Britain for the Department of Agriculture, is one of the latest advocates of the "Made in Canada" idea. He claims that Canadian food products are frequently sold in England as the product of some other country, and suggests that they be branded "Canadian" in order to put a stop to this practice. He states that they are slowly but surely gaining in popular favor, partially on account of their uniformly fine quality, and partially on account of the improved cold storage facilities now afforded for food products on the various Trans-Atlantic Steamship Lines.



The British Consul at Lima, Peru, has written the Association, calling attention to the fact that the currency of Peru is on a gold basis. The gold coin called "Libra Peruana" is equal in every way to the British "Sovereign." Ten silver sols (dollars) are equal to a libra. The sol is divided into 50, 20, 10 and 5 cent pieces, and there are also copper coins of the value of 1 and 2 cents.



In connection with the industrial exposition to be held at St. Etienne, France, during the coming summer, U. S. Consul Brunot writes that displays in the following lines will be especially well received:—Ribbon looms, vehicles and harness, foot wear, locks, carpenters' tools, saws, hickory handles, spokes, etc., farm implements, box-making machines (wood and cardboard), typewriters and cash registers, corn products, fishing rods, nets and paraphernalia.



GERMAN SURTAX

A Berlin paper, commenting on the effect of the Canadian tariff surtax, calls attention to the fact that during the last three months of 1902 the total value of German exports to Canada amounted to \$2,317,268, whereas during the corresponding period of 1903 they only amounted to \$1,319,874. This shows a falling-off of about 43 per cent.



TRINIDAD NOTES

Mr. Edgar Tripp, Commercial Agent for Canada in Trinidad, has received enquiries regarding houses built in sections, and would be glad to hear from Canadian manufacturers who may be interested. A permanent exhibit of Trinidad products, writes Mr. Tripp, is being collected to be placed in the Board of Trade Building, Montreal.



NEW ZEALAND REPRESENTATIVE

Mr. Theodore de Schryver, of Auckland, New Zealand, who for the past three years has been acting as the representative of the Manufacturers' Association in that country, has lately arrived in Canada, and will make the Toronto Office of the Association his headquarters while here. He expects to visit all those who have favored him with business in the past, but would be happy to meet any others desiring to increase their trade with New Zealand. Any one wishing to consult with Mr. de Schryver should communicate at once with the Secretary, Canadian Manufacturers' Association Toronto.

IMPORTANT CUSTOMS REGULATION

The monopoly of the Yukon carrying trade, which the United States vessels have enjoyed for the past seven years, seems likely to come to an abrupt termination as the result of a regulation recently issued by our Customs Department. Hereafter no certificate of origin will be given to accompany Canadian goods destined for Dawson City that are shipped from British Columbia ports in United States bottoms. Without such a document these goods must necessarily be treated upon the arrival as foreign imports, and will therefore be subject to the ordinary tariff.

Obviously the intention of the regulation was to afford some measure of protection to the Canadian vesselmen on the Coast, but it is to be hoped that before putting the change into effect the ability of the Canadian lines to handle all the freight offering has been carefully investigated.



A list of the principal importers of United States goods in the Consular district of Prague, Austria, is given in the Daily Consular Report for March 22nd.



WOOD PULP IN ITALY

The paper industry in Italy is very largely distributed, there being in 1898, three hundred and ninety-six paper factories in operation, employing 12,000 hands and using nearly 12,000 horsepower. The raw material employed is principally cellulose, of which 1,800 tons were imported in 1886, 2430 tons in 1901 and 2,220 in 1902. The great bulk of this import came from Austria, 29 per cent. from Germany, 7 per cent. from Holland and 3 per cent. from the United States. That there is a good market in Italy for wood pulp is a natural conclusion for there are no native supplies whatever to be drawn on. Preference is always given by Italian paper makers to bleached wood pulp, which along with other paper-making supplies, comes in duty-free. At present the United States controls the import of wood pulp.



NEW BRUNSWICK LEGISLATION

Two important measures affecting the industrial interests of New Brunswick are now receiving the consideration of the Legislature of that Province.

The first is a bill, commonly known as the Factory Act, which provides for the protection of persons employed in factories. Though modelled very largely along the line of factory legislation in other provinces, it introduces a few radical changes, such as compulsory Saturday half-holidays, the provision of suitable lunch rooms, the registration of all factories, etc.

The manufacturers of St. John, who met informally to discuss the matter, have recommended to the Legislature that the Bill be held over for a year in order to allow ample time for a free discussion of the questions involved.

The second is a resolution to the effect that legislation should be at once promoted to prevent logs, which are grown and cut on Crown lands, being exported from the province in the unmanufactured state.

WANTED

The publishers of INDUSTRIAL CANADA, are anxious to secure copies of the following back numbers: 1900, September, October and December; 1901, February and October; 1902, January, February, March, April, August and October; 1903, April. Any persons who have any of these copies in their possession and who are willing to dispose of them, might communicate with The Secretary,

CANADIAN MANUFACTURERS' ASSOCIATION, Toronto.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Hull—A travelling agent in the North of England is seeking the representation of Canadian manufacturers.

London—A London merchant offering good references is open to represent Canadian houses either as buying or selling agent.

Montserrat—A firm of commission agents and merchants carrying on a wholesale and retail business in Montserrat, desire to get in touch with a Canadian Commission House in Montreal or Toronto, who will look after their interests here.

Newcastle-on-Tyne—A commission agent and general merchant in Newcastle is prepared to represent a good Canadian house in almost any line of business.

Bacon—A North of England firm wish to act as buying agents for a new brand of pea-fed bacon.

Boots and Shoes—An Auckland, N. Z., firm have asked to be supplied with names and addresses of Canadian shippers of boots and shoes.

Box Shooks—A firm in Hull, England, who are importers of box shooks for the confectionery, soap and candle trades, desire to communicate with Canadian shippers.

Cheese and Butter—A firm in Aberdeen would be pleased to hear from Canadian shippers of cheese, butter and other produce.

Cheese—A North of England firm of cheese factors wish to correspond with some Canadian shippers of cheese from the Belleville and Brockville districts.

Eggs—A North of England firm has requested to be put in communication with a few of the largest exporters of eggs from Canada, who are not already represented in their district.

Fish (Pickled and Smoked)—An importing firm in Surinam, Dutch Guiana, that has been carrying on a business of wholesale general merchants since 1891, desires quotations on the above. They send several references.

Flour—(a) A London firm with South African connections has asked to be placed in touch with reliable shippers of flour from Canada.

(b) An important firm in Surinam, Dutch Guiana, who has been carrying on a business of wholesale general merchants since 1891, desire quotations on the above. They send several references.

Fruit—A London firm of general merchants and commission agents are desirous of obtaining consignments of fruit from Canadian sources.

Fruit and Provisions—A commission agent in the North of Ireland is seeking the agencies for Canadian shippers of canned fruits, meats, condensed milk, cheese and canned fish.

Furniture—(a) Enquiry is made from Glasgow for names of Canadian furniture manufacturers who can ship office furniture, telescope tables, bedroom suites, etc., by a person seeking to sell on commission or to obtain a buying agency.

(b) An Auckland, New Zealand, firm have asked to be supplied with names and addresses of Canadian shippers of furniture.

Grain and Provisions—A produce broker in London is desirous of taking up the sale of Canadian wheat on commission as well as other grain, canned fruit and fish.

Grain—The names of several large grain export firms in Canada are desired by a London agent, who seeks to represent them in the English market.

Groceries, Confectionery and Drugs—A firm in Hawes, Yorkshire, working the grocery, confectionery and druggist trades, invites correspondence from Canadian manufacturers of any goods in these lines for which an export outlet is desired.

Handles—An important firm in London, England, dealing in broom, rake, fork and other handles, desires communication with Canadian shippers of the same.

Hardware—An Auckland, New Zealand, firm have asked to be supplied with names and addresses of Canadian shippers of hardware.

Heads, Pigs—An Irish produce firm asked to be placed in touch with curers or shippers of pigs' heads in Canada.

Juice, Apple—Enquiry is made by a Cambridge, Eng., firm respecting shipments of concentrated apple juice which have been coming to the English market from Canada.

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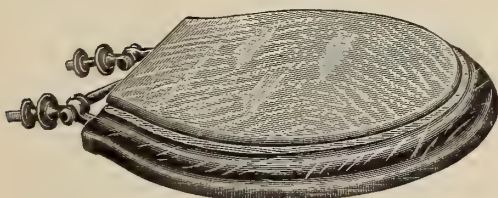
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TORONTO

MONTREAL

WINNIPEG

Lard—A firm in **Leith, Scotland**, of produce importers are looking for supplies of refined Canadian lard of the quality known on the British market as Pure Lard.

Laths—A timber merchant in **London** has asked to be placed in touch with Canadian manufacturers of blind laths.

Props, Pit—A firm in **Hull**, who act as agents for several foreign exporters, and are well acquainted with several buyers in England, desire to get in touch with Canadian shippers of the above.

Produce—A **Trinidad** firm of shipping and commission agents desire to get into touch with Canadian business houses, as they are open to buy or sell produce.

Provisions—A **Scotsman in London, England**, with nine years experience of wholesale produce trade (drugs, patent medicines, food products, etc.) desires to represent Canadian manufacturers (any trade except where special knowledge is necessary) familiar with best markets, capable, energetic, highest references; has small capital.

Skewers—A **London** importer is seeking supplies of maple and hickory skewers from Canada in car loads of 160 barrels.

Stone (rotten)—Enquiry is made by a firm in **Breconshire** respecting producers of rotten stone in Canada, by a correspondent who is interested in this mineral.

A new feature in connection with the Daily Consular Reports issued by the U. S. Department of Commerce and Labor has been the publication of a series of articles on the subject of Emigration to the United States. Every source of emigration is dealt with separately, and some of the matters touched upon are the character of the emigrants, the causes of emigration, the attitude of the various governments, the advancement of fares and the inspection of emigrants. The following countries have already been considered: Germany, Switzerland, Italy, Russia, Greece, Norway, Sweden, Denmark, Belgium, France and the United Kingdom.

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LIMITED**

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MONTREAL

Awards at { Paris Exposition, 1900. Pan-American Exposition, 1901.
Glasgow, 1901. Wolverhampton, 1902, etc., etc.

The Japanese Government has placed a large order for condensed milk with the Charlottetown Condensed Milk Co. of Charlottetown, P. E. I.

The corporate name of the J. F. Pease Foundry Co., Ltd., of Toronto, has been changed to the Pease Foundry Co., Ltd.

The corporate name of the Morris-Field-Rogers Co. of Listowel, Ltd., has been changed by Order in Council to the Morris Piano Co., Ltd.

The corporate name of the Canadian Cannery's Consolidated Companies, Ltd., has been changed to the Canadian Cannery Ltd.

The business of the Clark Litho. Co., Ltd., of Toronto, has been taken over by a new firm to be known as the Clark Lithograph Limited, the share capital of the company to be \$150,000.

The Canadian Corundum Wheel Co., of Hamilton, have entered their new works and are now increasing their output very considerably.

The Kingston Locomotive Works, Kingston, Ont., have received orders from the Canadian Pacific Railway for ten engines and from the Intercolonial Railway for twenty-five.

A four-story extension will be added to the works of the Guelph Foundry Co., Limited.

The Perth Flax & Cordage Co., of Stratford, intend to enlarge their factory shortly in order to increase the output.

Rhodes, Curry & Co., of Amherst, N. S., have received a contract for 175 cars from the Intercolonial Railway.

A fire did \$6,000 damage in the casting department of the Garth Company's foundry at Montreal on March 24th.

Do You Want Western Canada Trade?

If so you must go after it—it will not go after you. Manitoba and the Territories did more than one-fifth of the Canadian buying of American dutiable goods in 1903. This year will show a larger increase. Many Canadian industries seem to invite American industries to locate here.

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of Winnipeg, the only newspaper of its class in the West, and the recognized authority on Western trade and progress, can put you in touch with probable buyers. The Commercial certainly has a very much larger circulation among the business community of the vast region lying between Lake Superior and the Pacific Coast than any other paper in Canada, daily or weekly. It reaches its readers some days in advance of, and carries more bona fide advertising than any other similar commercial paper. We beg the favor of an enquiry.

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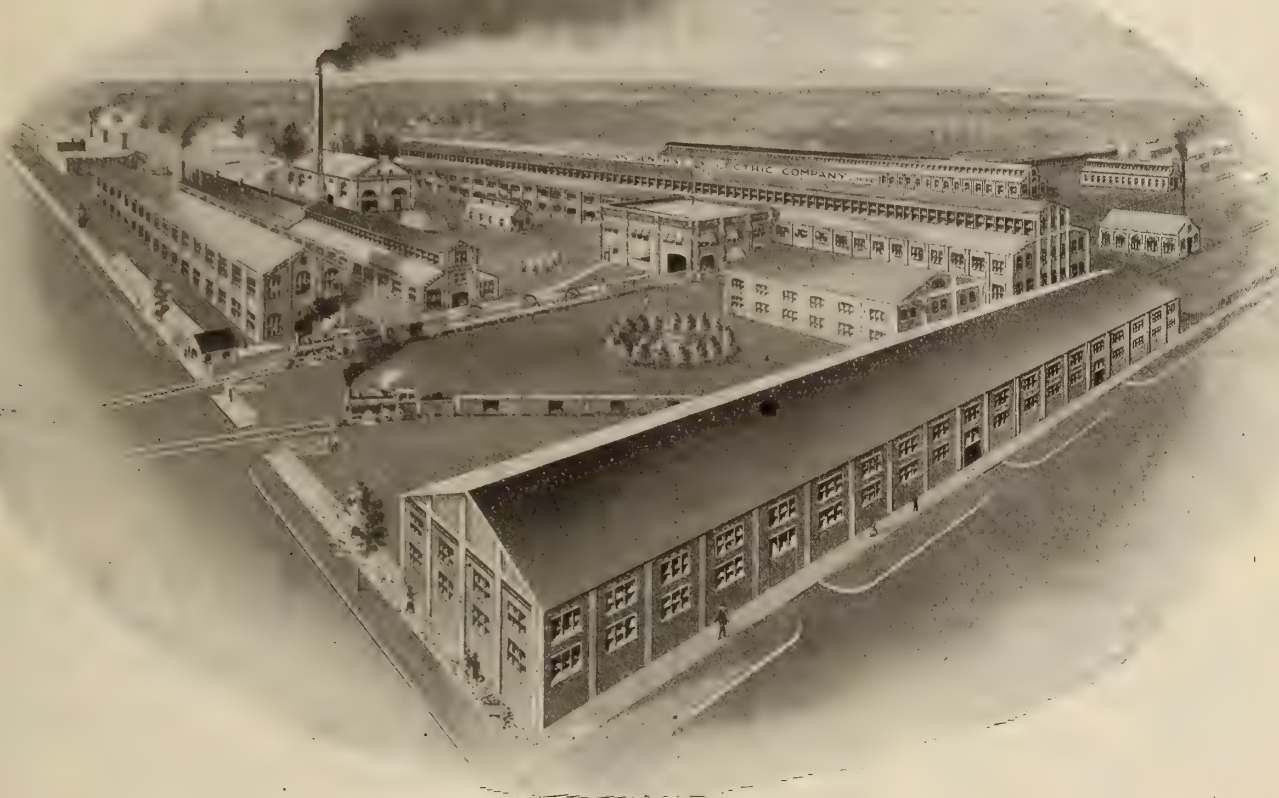
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The Avon Knitting Co. have called for tenders for the erection of a three-story brick factory at Stratford, Ont., to be completed by June 1st. They will use electric power, and heat their building throughout by steam.

Plans have been completed for the rebuilding of the main factory of the Berlin Felt Boot Co., which was destroyed by fire on February 16th. The new building will be three stories in height and will be equipped with the most modern machinery and electric power.

The Dominion Steel Company has decided to put in a steel rail mill at Sydney, C. B.

The Rock City Tobacco Company of Quebec has been authorized to increase its capital stock to \$100,000.

Mr. W. S. Fisher of Emmerson & Fisher, St. John, N.B., has been inspecting foundries in Chicago and the Western States with a view to making improvements in the system at the firm's stove foundry at Sackville, N. B.

Any one having occasion to make use of the services of a Winnipeg warehouseman, customs broker or distributing agent, will do well to consult the advertisement of A. W. Smith & Co., which appears on page 435 of this issue.

The Ogilvie Flour Mills Company, of Montreal and Winnipeg will establish a fleet of their own on the upper lakes.

The offices of the Montreal Rolling Mills Company have been moved a few doors west on Notre Dame Street, Montreal.

AN OPPORTUNITY IN ENGLAND

A gentleman well acquainted with the leading cities of Great Britain, who has been for some years resident in Canada and representing a large Canadian manufacturing house, desires to represent a Canadian manufacturer in Great Britain during the months of June, July and August next. This offers an excellent opportunity for Canadian firms. Those desiring to take advantage of it should communicate at once with the Secretary of the Canadian Manufacturers' Association, Toronto, Canada.

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No delay, and a large saving of both time and money.

A few of the Canadian plants for whom we have made appraisals, and to whom we refer.

The Ogilvie Flour Mills Company, Limited, Montreal and Winnipeg.
 The Merchants Cotton Company, " Montreal.
 The Dominion Oil Cloth Company " "
 The Robert Mitchell Company, " "
 The Watson-Foster Company, " "
 The Williams Manufacturing Company, Ltd., "
 The Montreal Pipe Foundry Company, Limited, Montreal.
 J. & T. Bell Company, Montreal
 Wm. A. Marsh & Co., Limited, Quebec.
 Boswell & Brother, "
 Christie, Brown & Co., Limited, Toronto.
 The Toronto Carpet Manufacturing Co., Limited, Toronto.
 The William Davies Co., " "
 The Firstbrook Box Co., " "
 The Gendron Manufacturing Co., " "
 The Consolidated Lake Superior Co., Sault Ste. Marie.
 The Bell Organ and Piano Co., Guelph, Ont.
 The Ingersoll Packing Co., Ingersoll, Ont.
 The Globe Casket Co., Limited, London, Ont.
 The Geo. Matthews Packing Co., Peterborough, Ont.

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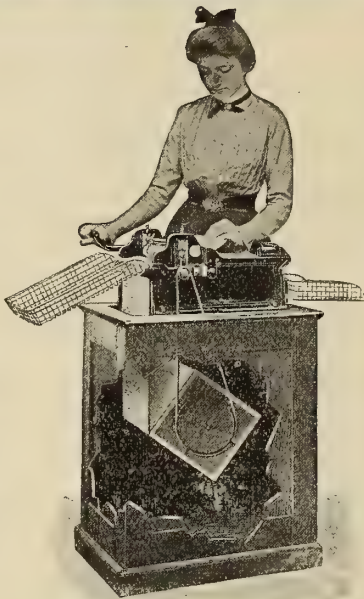
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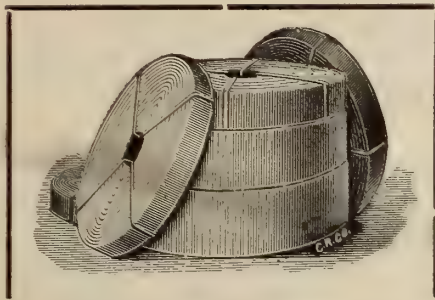
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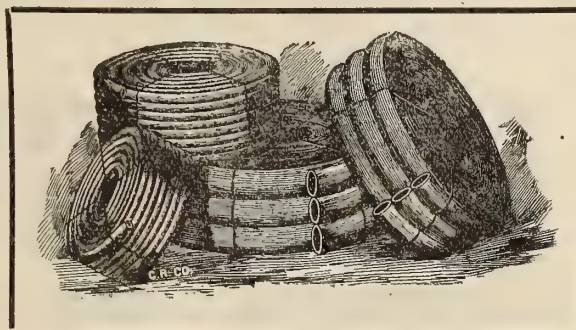
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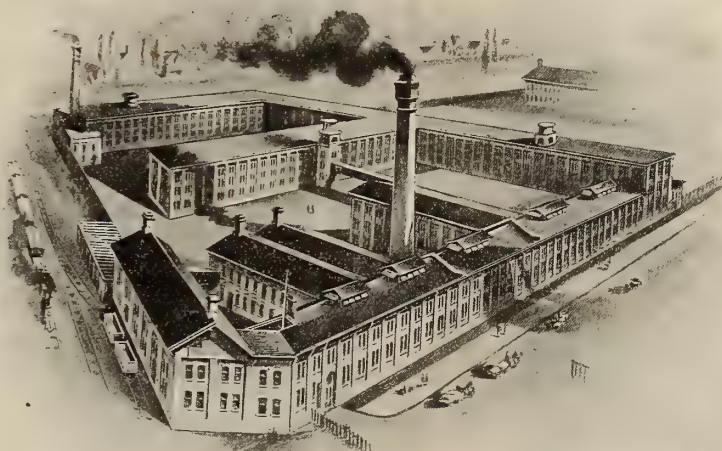
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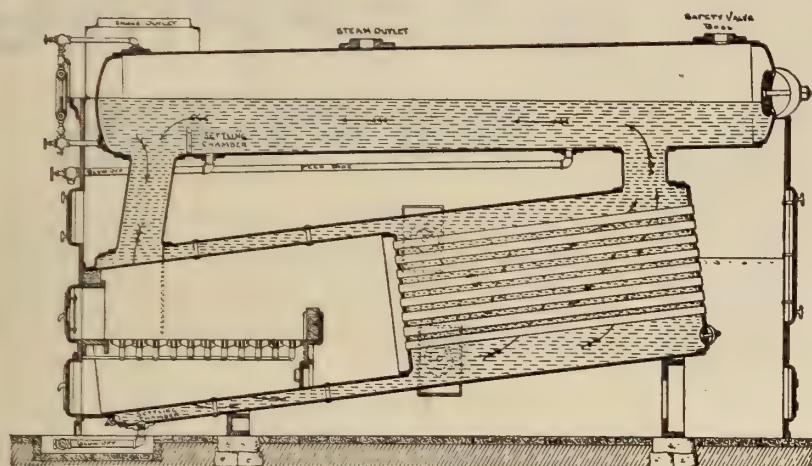
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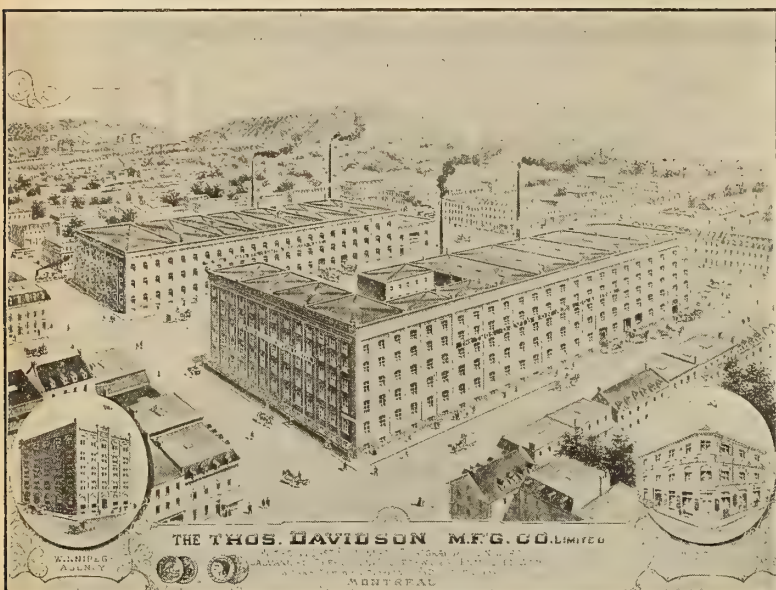
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# INDUSTRIAL CANADA

A MONTHLY REVIEW OF MANUFACTURE AND COMMERCE

MAY, 1904

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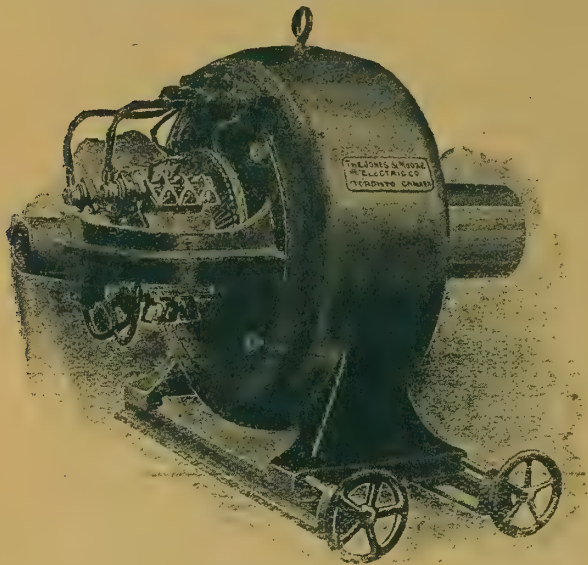
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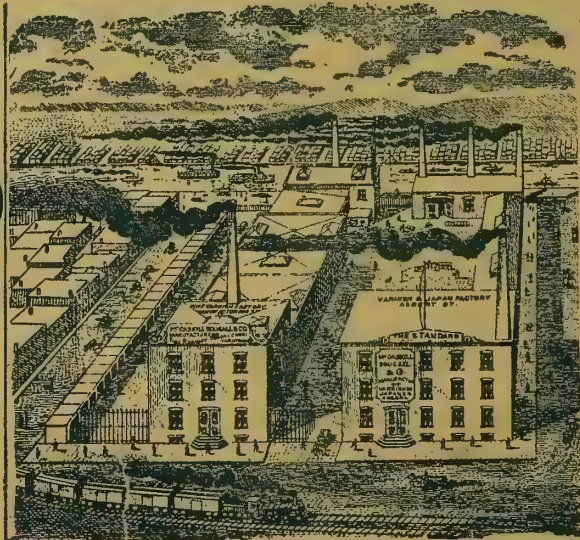
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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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Company Organizer,

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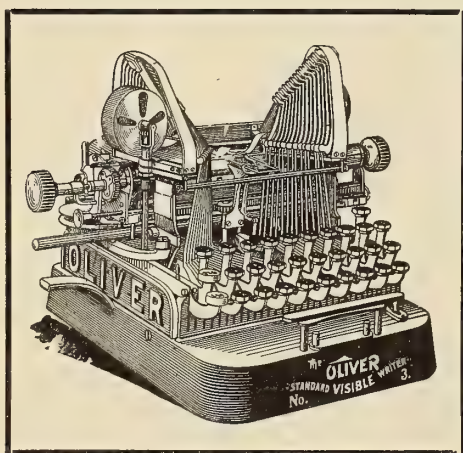
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ISSUED BY

The Canadian Manufacturers' Association,

Incorporated.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. IV.

TORONTO, MAY, 1904.

No. 10

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

INDUSTRIAL CANADA circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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(Incorporated)  
Head Office, Toronto, Canada.

## INTERNATIONAL TRUSTS

WHILE trusts and combines exist under both free trade and protection their operations may be somewhat restricted by means of protective tariffs. If free trade prevailed in all countries there would be grave danger of the formation of international trusts which would control the output of commodities. Under such a system of world-wide trusts the most important industries would probably be concentrated in a few countries where the great capitalists of the world reside.

When a number of different industrial establishments engaged in the production of the same article combine to form a trust it is customary to close the smaller ones in a period of depression, when the demand for goods slackens. If Canada has not sufficient protection the great combines and trusts of the United States will be extended to include Canadian industries and as a result many of the Canadian factories, being smaller and not so well equipped as those of the United States, will be closed. Of course the Canadian capitalists who join the combine will be compensated, but the industries will be lost to the country and the men employed in them will be obliged to seek employment in the United States. A policy of adequate protection may not prevent the extension of American trusts to Canada, but it will at least force them to manufacture in Canada if they wish to do business with Canadians.

## PREFERENCE WITHOUT SACRIFICE.

ONE of the tariff resolutions adopted by the Canadian Manufacturers' Association was, "That while the tariff should primarily be framed for Canadian interests it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any conditions

the minimum tariff must afford adequate protection to all Canadian producers."

This resolution has been criticized on the ground that such a preference would be of no advantage to British manufacturers.

The immediate effect of raising the Canadian general tariff would be to transfer to British manufacturers a great part of the Canadian business which now goes to the manufacturers of the United States, Germany and other foreign countries. This amounts to many millions of dollars annually. In a few years the establishment of new factories in Canada would cause the imports to decrease per head of population, but the increase in the Canadian protection against foreign countries combined with a preference for Canadian products in the British market would so stimulate the development of Canada that there would be a large increase in the total imports from Britain.

Canada cannot even agree not to make increases in the tariff on British goods when such increases are necessary to preserve Canadian home industries. For instance the Canadian woollen industry is now in danger of extinction owing to British competition resulting from the tariff preference in favor of the United Kingdom. Canadian manufacturers advocate the raising of the general tariff to such an extent that when the preference is allowed on British imports Canadian industries will not be destroyed, but at the same time British manufacturers will have a great advantage over foreigners in supplying us with whatever we require to import.

Notwithstanding the high protective tariff of the United States that great country imported last year \$1,025,719,237 worth of merchandise. If our general tariff approximated closely to that of the United States with a preference in favor of Britain our population would rapidly increase and although the imports per head of population would decrease as they have in the United States under high protection because of the increase in the home trade yet the total imports would steadily increase with the rapid growth of population, and a tariff preference would therefore be of great advantage to Britain.

The policies of free trade and protection have been thoroughly tested by the world and the result is that the nations are becoming more and more protectionist. In no country is protection sentiment growing more rapidly than in the Canadian Dominion and there can

## NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, May 19th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, May 12th, at 4.30 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, May 12th.



be no doubt that adequate protection is to be the future policy of Canada. Will it not be an advantage to Britain to be exempted to a considerable extent from future increases in the Canadian tariff? The Wilson-Gorman tariff of 1894, which preceded the Dingley tariff, now in force in the United States, was considerably higher than the present general tariff of Canada and higher than the minimum tariff of Canada would be if the increases asked for by Canadian manufacturers were granted. Will anyone argue that the British people would not have been pleased if the United States Congress in adopting the Dingley tariff had inserted a clause giving the countries of the British Empire such a preference that most of the increases in the tariff would not apply to goods imported from them?

Canadian manufacturers do not favor the sacrifice of Canadian industries for the sake of a preference in the British market nor do they wish the British people to make any sacrifices for the sake of Canada, but they believe that without any sacrifice on either side the tariffs of the two countries can be so readjusted that they will be mutually benefited.

During the fiscal year 1903 the United Kingdom derived a revenue of £34,759,222 equal to \$169,173,133 from customs taxes. The population was 41,456,953 according to the census of 1900 and the rate of increase of population is estimated to be about 1.215 per cent. per annum, so that the population in 1903 was about 42,464,000. That is the customs tariff taxation amounted for the year 1903 to \$3.90 per head of population. The customs revenue of the United States in 1903 was \$284,479,582 and the population was estimated by the Government statisticians to be 80,372,000, so that the customs taxation amounted to \$3.54 per head of population. Thus the British people actually paid more tariff taxes per head of population than the people of the United States. Britain also levied at its ports a larger amount of customs duties than any other country in Europe, as has been pointed out by Mr. Thomas Gibson Bowles, a member of the British Parliament, but whereas the British duties were levied on a few articles, most of which were not produced in the country, the United States, Germany, France and other protectionist countries imposed duties on a great many articles and so arranged them as to afford protection to the home producers. For instance the British Government derived a revenue of £5,984,869, equal to \$29,128,357, from the tariff on tea in 1903, while the duties on coffee, chicory, cocoa and chocolate amounted to £457,062, equivalent to \$2,227,183 so that on tea, coffee, chicory, cocoa and chocolate the British people paid taxes amounting to \$31,355,540 in one year.

The fact that the British Government was able to obtain such an enormous revenue from tea duties, proves that this beverage is used in almost every British household.

In the fiscal year 1902 the revenue from tea taxes was £5,802,896, equivalent to \$28,242,694, while the revenue from coffee, chicory, cocoa and chocolate amounted to £483,362, equivalent to \$2,352,522, a total revenue of \$30,595,217 from taxes on tea, coffee, chicory, cocoa and chocolate. We will take the figures for 1902 as there are more details at hand regarding the countries from which the various articles were imported.

There were imported altogether for consumption in the United Kingdom 294,556,718 lbs. of tea in 1902. Of this 158,140,926 lbs. were imported from British India and 106,639,627 lbs. from Ceylon, another British possession, so that only 29,776,165 lbs. came from countries outside the British Empire, a little over one-tenth of the total. If there were no taxes on the tea imported from British possessions the quantity of foreign grown tea imported would be still smaller. Now suppose that the British Government should take the duty off tea imported from countries of the British Empire, nine-tenths of the tea taxes would be abolished and the British people would thus be relieved of £5,222,600, equivalent to \$25,418,000, of taxes at one stroke.

The importations of coffee, cocoa and chocolate come from a number of different countries, some of them within the Empire

and some outside. It may be assumed that if the taxes were removed from coffee, chicory, cocoa and chocolate grown within the Empire the British people would immediately be relieved of at least one-fourth of the taxes they pay on those articles, that is £120,800, equivalent to about \$588,000, and as the cultivation of coffee, chocolate and cocoa would be developed in the British West Indies and the British East Indies under the stimulus of this preference the taxation might be further reduced before long.

Having thus taken about \$26,000,000 of taxes off tea, coffee, chicory, cocoa and chocolate imported from countries within the Empire the British Government might without raising the general taxation impose duties on a number of foreign articles that are now exempt from taxation, and give a preference to some of the principal food products of the colonies.

If the British Government had levied a tax of five per cent. on all foreign wheat and oats imported in 1902 and a tax of ten per cent. on flour and wheat meal, cheese, bacon, hams, beef, mutton, lamb and fish these taxes would have amounted to a little less than the taxes on tea, coffee, chicory, cocoa and chocolate produced within the Empire the same year. The revenue derived from these duties would have been as follows:

| DUTIES                                                          |  | REVENUE    |
|-----------------------------------------------------------------|--|------------|
| Five per cent. on foreign wheat and oats....                    |  | £1,211,800 |
| Ten per cent. on foreign flour and wheat meal..                 |  | 803,500    |
| Ten per cent. on foreign cheese.....                            |  | 197,400    |
| “ “ “ “ bacon.....                                              |  | 1,219,700  |
| “ “ “ “ hams.....                                               |  | 343,000    |
| “ “ “ “ beef.....                                               |  | 892,600    |
| Ten per cent. on foreign mutton and lamb....                    |  | 316,200    |
| Ten per cent. on foreign fish.....                              |  | 267,400    |
| Total preferential food taxes.....                              |  | £5,251,600 |
| Taxes taken off tea, coffee, chicory, cocoa and chocolate ..... |  | £5,343,400 |

Expressed in Canadian currency this means that \$26,000,000 of taxes would be taken off and \$25,559,000 new taxes imposed. Such an exchange would be no robbery of the British taxpayer. It will thus be seen that by simply taking the duties off tea, coffee, chocolate and cocoa when imported from countries of the Empire, Britain could give a substantial preference to colonial wheat, oats, flour and wheat meal, cheese, bacon, hams, beef, mutton, lamb, fish, tea, coffee, chocolate and cocoa without increasing the burdens of the British taxpayer. Successful experiments in tea growing have recently been made in Jamaica and it is expected that it will be quite extensively grown there in a few years. The island of Trinidad alone could probably supply all the coffee, cocoa and chocolate required.

If such preferential duties were imposed as outlined above not only would the rush of farmers from the United States and Europe to our Canadian Northwest be stimulated, but the American millers who are now supplying flour to Britain in large quantities would be compelled to start big mills in Canada if they wished to retain their trade, and large meat packing houses would also be established in Canada.

In making such a readjustment of the tariff the British Government would probably adopt specific rather than *ad valorem* duties.

There are other ways in which the high tariff taxes at present paid by the British people might be so readjusted as to afford protection for home industries and favor the colonies at the same time. There are 114 articles enumerated in the British tariff upon which import duties must be paid. Some of these import duties are enormously high and by reducing them, while placing protective duties on other articles, it would be possible to grant protection to many British industries without increasing the general taxation.

A preference in the markets of the United Kingdom would hasten the development of Canada and this will be to the advantage of the Empire. The children of the farmers who settle in Canada are educated in our schools, our churches and our newspapers



to love Britain. If they were in the United States they would in many cases be educated to hate Britain. Therefore if the British can by a preference without sacrifice stimulate settlement in Canada they will greatly strengthen the Empire and this would be worth while even if they did not sell any more manufactured goods in Canada than they now do.

NOTE.—Since the above article was written it has been announced that the British Government will impose an additional tax of 2d. per lb. on tea. This will mean about ten million dollars additional taxes on tea grown within the Empire.

### AN INVITATION TO INVEST

THE demand for a general increase in the Canadian tariff and the comparisons showing the unfairness of the present trade relations of the Dominion and the adjoining Republic are not inspired by hostility to the United States. Our neighbors are a patriotic people and we have no right to find fault with them for arranging their tariff to suit their own interests. Nor is there any likelihood that they will be offended if we imitate them in this regard. The United States is a great and prosperous country. It does not need our money or our men, but Canada, at this stage in its history needs every man and every dollar that can be kept in the country to aid in its development.

An increase in the Canadian tariff will be regarded by United States capitalists as an invitation to invest capital in Canada. They secured British capital to develop their resources by means of high protection and they will help us in the same way that British capitalists helped them if we give equal tariff security.

### THE DUTY ON BITUMINOUS COAL

THE Sydney "Record," quoting the "Canadian Manufacturer" in advocacy of the abolition of the protective duty on bituminous coal, refers to that paper as the organ of the Canadian Manufacturers' Association and blames the Association for this attack on Nova Scotia's chief industry. The "Canadian Manufacturer" is not the organ of the Canadian Manufacturers' Association and is not entitled to speak for the Association.

The people of Nova Scotia of both political parties believe that their prosperity depends upon the maintenance of the protection on coal, and they may rest assured that the Canadian Manufacturers' Association will not assail this important feature of our national policy.

The Government now derives an annual revenue of about two million dollars from duties on bituminous coal. The abolition of the coal duties would mean the loss of that much revenue. If this revenue could be so applied as to give Ontario cheaper coal while fostering the Canadian coal industry it would be far better for the country than to throw away the revenue without any certainty that the United States coal producers would supply us with coal any cheaper than we get it at present. Two million dollars annually would pay the interest on \$66,666,000, at three per cent., the rate at which the Government can borrow money. A great deal might be done with \$66,666,000 in the way of cheapening transportation between the Maritime Provinces and Ontario both by rail and water.

The Intercolonial Railway from Montreal to St. John, Halifax and Sydney with branches to almost every important centre in New Brunswick and Nova Scotia has cost the country less than \$66,666,000. Probably for half that amount it could be extended to a Georgian Bay port, to the city of Toronto and other distributing centres of Ontario, and connection made by steamship between the Georgian Bay terminus and Port Arthur. The Government railway could then carry the farm products of Ontario and the Northwest to St. John, Halifax and Sydney for export to Britain and bring back Nova Scotia coal at a rate low enough to give Ontario consumers cheaper fuel.

INDUSTRIAL CANADA has already pointed out another way in which the Government might enable Ontario consumers to get Nova Scotia coal at as low a price as the people of Quebec now do, viz., by applying a portion of the revenue derived from the coal duty to bounties for ships carrying coal from Nova Scotia to Ontario lake ports, the bounty being in proportion to the distance west of Montreal the coal is carried. The revenue derived from the coal duties would probably be sufficient to pay interest on the cost of extending the Intercolonial to Ontario as well as to provide bounties for water transportation of coal. After the close of canal navigation considerable quantities of coal could be carried over the Intercolonial.

No doubt as the consumption of Nova Scotia coal increased in Ontario the imports of United States coal would decrease and consequently the revenue available for subsidies would decrease, but this would come about gradually and in the meantime a trade would be developed by the water route which would probably prove profitable without subsidies and the Intercolonial Railway would also have time to build up a profitable general business which would enable the Government to pay interest on the cost of extension without any additional tax upon the people.

### THE FISHERMEN'S HOME MARKET

THE home market is as important to Canadian fishermen as to Canadian farmers. Both are providers of food, and any increase in the consuming population of Canadian cities, towns and villages is as advantageous for the fishermen as for the farmers. The more workmen there are employed in Canadian factories the more mouths there will be to eat Canadian fish.

Fish spoil easily and the nearer the fisherman lives to a manufacturing town the better his chance of selling his fish in good condition at profitable prices.

On fish sold for consumption in the United States our fishermen must pay duties to the United States Government, but on fish sold for consumption in Canada there are no duties to pay. Therefore it pays the Canadian fisherman better to have the workmen who make the manufactured goods he buys living in Canada rather than in the United States.

Fishermen in Nova Scotia and British Columbia should note also that every factory requires a great deal of coal and the miners who supply the factory with coal eat fish as well as the workmen in the factory. Then there are a great variety of raw materials used in factories and the men employed in getting out these raw materials and transporting them to the factories must all eat fish.

Every fisherman should vote for adequate protection to all Canadian industries for each new industry creates an extra demand for Canadian fish.

### THE SEVEN FAT YEARS

OPPONENTS of tariff revision say: "Canada has enjoyed unprecedented prosperity during the past seven years. Why should we change a tariff that has accomplished such results?"

The United States has also had seven fat years in which both home trade and foreign trade have increased in a most remarkable way.

The exports of the United States increased from \$882,606,938 in 1896 to \$1,420,141,679 in 1903, a greater increase in seven years than took place in the previous thirty years. The total exports for the seven fat years as compared with the previous seven years were as follows:

#### VALUE OF UNITED STATES EXPORTS

|                |                 |
|----------------|-----------------|
| 1897-1903..... | \$9,183,608,341 |
| 1890-1896..... | 6,202,538,511   |

An increase in exports is not always an indication of prosperity, but in each of the seven fat years the balance of trade was



largely in favor of the United States. The excess of exports over imports for the seven years amounted to \$3,513,526,252, which is equal to about \$219 per family, assuming that there are about 16,000,000 families in the United States.

#### THE BANK DEPOSITS OF THE UNITED STATES

The bank deposits of the United States increased from \$4,916,814,233 in 1896 to \$9,673,385,303 in 1903, an increase of \$4,756,571,070. The increase in bank deposits during the previous 21 years was only \$2,734,301,489.

#### BANK CLEARINGS OF THE UNITED STATES

The bank clearings of the United States for the seven fat years amounted to \$638,296,316,702. For the previous seven years the bank clearings only amounted to \$325,002,296,356.

#### MONEY IN CIRCULATION IN THE UNITED STATES

The money in circulation in the United States increased from \$1,506,434,966 in 1896 to \$2,367,692,169 in 1903, a greater increase than took place during the previous 32 years.

#### FREIGHT CARRIED BY UNITED STATES RAILWAYS

The quantity of freight carried one mile by the railways of the United States in 1902 was 156,624,166,024 tons as compared with 93,885,853,634 tons in 1896. The quantity of freight carried in 1903 is not yet reported.

#### UNITED STATES POST OFFICE RECEIPTS

The receipts of the United States Post Office Department were \$134,224,443 in 1903 as compared with \$82,499,208 in 1896, a greater increase in seven years than took place during the previous 17 years.

The production of pig iron in the United States increased from 8,623,127 tons in 1896 to 18,009,252 tons in 1903, that is, it more than doubled in seven years. The consumption of pig iron has generally been regarded by business men as the best trade barometer.

Now, any business man can see that during a period of such unprecedented prosperity in the United States, when there was an unusually large home demand for all manufactured products, the manufacturers of the United States were less likely to offer dangerous competition in the Canadian market than they would be in ordinary times, and that consequently Canadian producers did not require so large a measure of protection as they did during the previous seven years of world wide depression, or as they will require when hard times come again in the United States. But even during these seven fat years imports of merchandise from the United States for consumption in Canada have exceeded the exports of Canadian merchandise to the United States by many millions of dollars.

### WORKINGMEN AND SHAREHOLDERS

ONE cannot throw stones at the manufacturers without hitting a great number of workingmen.

The word "manufacture" is derived from two Latin words *manus*, the hand, and *factura*, a making. A manufacturer was originally one who made things with his hands. The meaning of the word has altered somewhat since the general adoption of machinery, and the dictionary definition of "manufacture" "is to make or fabricate from raw materials by hand or machinery wares suitable for use."

The introduction of machinery has not displaced the hand-worker. The machinery is useless without hands to guide it, but it has enabled the workman to make more in one day with his hands than he could in a week or more without it. Consequently it has greatly cheapened the cost of production, and wares that were formerly regarded as luxuries beyond the reach of all except the rich are now in general use.

The workingmen whose hands guide the machinery are truly manufacturers, but in common parlance the word "manufacturers"

is now only applied to the capitalists who provide the machinery, pay the wages of the workmen, direct their labors and find customers for the wares produced in the factories.

Sometimes the capital for an industrial establishment is supplied by one man or two or three men forming a partnership, but more commonly it is provided by a number of people who unite in a joint stock company, each investor being called a stockholder. Very often the stock in big manufacturing companies is held by a large number of people engaged in different occupations who have invested their savings in the hope of making large profits. Among the stockholders there are sometimes a number of widows who have been advised to invest their insurance money in this way.

If the undertaking is a success the shareholders receive annual or semi-annual dividends, but very often no dividends are paid for a number of years after the money is invested. The workingmen and managers have to be paid, machinery kept in order and renewed, raw materials purchased, salaries and expenses of travellers provided and large amounts expended in advertising the wares produced. Perhaps just as an industry is getting into a position to pay dividends to the stockholders after a few years of prosperity hard times come, orders fall off, and if the tariff protection is inadequate foreign manufacturers send in their goods and get half the trade upon which the home factories depend for profits, and so the poor stockholders, who have been anxiously waiting for some return from their investment, are disappointed.

But it is the workingmen employed in the factories, the real manufacturers, who suffer most when foreign goods come in and displace the wares which they produce. They must accept reduced wages or be thrown out of employment.

If farmers support candidates for Parliament who oppose a policy of adequate protection, they may turn Canadian workmen out of their homes and bring misery and starvation to the workingmen's wives and children.

According to the Dominion Census Commissioner there were 14,600 industrial establishments in Canada, each employing not less than five hands, in 1901. The number has considerably increased since 1901. In many of these establishments hundreds of workingmen are employed, and in some cases thousands. A factory which employs less than five persons is not considered worthy to be included in the census of industries, but there are a great number of little industries employing only three or four hands, and if these were counted, the manufacturers would make a much greater showing in the census. Altogether there are hundreds of thousands of men employed in Canadian industrial establishments, and when our farmers hear free trade demagogues making virulent attacks upon the manufacturers, they should picture in their minds these workingmen and remember that they are manufacturers.

### TRADE OF THE CANADIAN WEST

The Dominion Exhibition circular, recently issued by this Association, has called forth some timely remarks from *The Commercial* of Winnipeg, with regard to the fact that Eastern manufacturers are constantly losing ground in Western Canada. It is pointed out that they do not seem to realize how much out of touch they are with the West. To the average business man of Manitoba their methods savor too much of red tape, and their failure to adapt themselves to circumstances is gradually opening the way for the United States manufacturer, who is keenly alive to the requirements of the country.

This being the case, the business men of Eastern Canada should not be content with merely sending displays of goods to the Dominion Exhibition, but should arrange to go to Winnipeg themselves and meet the people with whom they expect to do business.



# Executive Council

## APRIL MEETING

*An enthusiastic meeting—Extending Foreign Trade Facilities—Success of Dominion Exhibition—Other Interesting Reports*

THE regular monthly meeting of the Executive Council, Canadian Manufacturers' Association was held in the Council Chamber, Board of Trade Building, on Thursday, April 21, 1904, at 2 p.m.

The following members were present,—Messrs. C. C. Ballantyne, John Bertram, Geo. Booth, H. Cockshutt, John W. Cowan, Robt. Crean, John Dick, R. A. Donald, J. D. Flavelle, Geo. D. Forbes, Jas. Goldie, Lloyd Harris, J. Hewton, R. Hobson, R. O. McCulloch, J. S. McKinnon, R. McLaughlin, W. K. McNaught, A. S. Rogers, John M. Taylor, J. O. Thorn, W. B. Tindall, C. R. H. Warnock, R. J. White, S. M. Wickett.

In the absence of the President and Vice-President, Mr. H. Cockshutt, the Ontario Vice-President occupied the Chair.

Communications were received as follows,—

(a) From the following members unable to be present,—Messrs. Geo. E. Drummond, W. K. George, C. A. Birge, P. W. Ellis, Geo. E. Amyot, J. D. Rolland, W. P. Gundy, C. H. Carrier, S. W. Ewing, H. Wright.

The letters from the Quebec members contained messages of sympathy for the Toronto manufacturers who suffered in the fire on the night of the 19th as did also a letter from the Secretary of the Montreal Branch.

(b) From W. Lloyd Wise of London, Vice-President of the Chartered Institute of Patent Agents in Great Britain, suggesting the advisability of a visit to Canada in the near future, and the delivering of an address under the auspices of the Association.

(c) From the management of the Dominion of Canada Permanent Exhibition in the Crystal Palace, London, proposing a reserved space for an exhibit of Canadian goods to be made under the auspices of this Association at an annual rental of £200.

(d) From Mr. Jas. Sevestre, the Managing Director of the Commercial Intelligence Bureau, Limited, respecting a prospective visit to Canada and the desire to bring the Bureau into closer relations with this Association.

All these three communications were referred to the Commercial Intelligence Committee of the Association for report.

(e) From Sir Wm. Mulock defending the use of the Union Label upon documents printed in the Government Printing Bureau at Ottawa for the Department of Labor. This letter was referred to the Parliamentary Committee of the Association.

(f) From the Western Canada Immigration Association submitting information respecting their organization for communication to the members of the Association. This was referred to the special Dominion Exhibition Committee.

(g) From the Ottawa Board of Trade respecting the removal of the present customs duty on soft coal. This was referred to the Tariff Committee.

(h) The Secretary submitted correspondence which had passed between the Chairman of the Montreal Branch and himself respecting the establishment of closer relations between the Executive of that Branch and the Head Office of the Association. The suggestion that the Branches of the Association should, as far as possible, be consulted in all national matters dealt with, met with unanimous approval and upon motion of Mr. Thorn, seconded

by Mr. Booth, was directed to be complied with just as far as possible. Carried.

The reports of the various officers and committees were then submitted as follows and upon motion were regularly adopted.

### TREASURER

Mr. Geo. Booth presented the Treasurer's report showing a very satisfactory statement of the finances for the first eight months of the present Association year.

### SECRETARY

The Secretary reported upon a number of interesting features in the general office work. In expressing the regrets of the President at his enforced absence he was pleased to report that Mr. Drummond's health was much improved by his ocean trip and that he was expected to return before the next meeting of the Executive Council.

The work of the Association would be reported fully in the Committee reports. Thirteen meetings had been held during the past month. In addition to the Branch reports presented at this meeting, the Nova Scotia Branch was announced to hold a special meeting in Halifax on the 28th inst., and the Executive of the Quebec Branch met on the 20th. The next month would bring some interesting work before the Association, particularly in legislation, transportation and tariff matters.

The report also announced the pleasure of the officers in welcoming again to Canada Mr. Th. deSchryver the New Zealand representative of the Association and expressed sincere regret for the manufacturers and others who suffered from the recent fire in Toronto. No less than 37 members of the Association had their places of business destroyed.

### VISIT TO PHILADELPHIA

The Secretary also reported upon his recent visit to Philadelphia with special reference to the Annual Convention of the National Metal Trades Association and the Philadelphia Commercial Museums. This report is published in another column.

### FINANCE COMMITTEE

In the absence of the Chairman this report was presented by Mr. Geo. Booth. It recommended the payment of the expenditure for the past month.

### RECEPTION AND MEMBERSHIP

This report was presented by the Chairman, Mr. Crean. It recommended for acceptance 26 applications for membership, the names of which appear in another column, and have been duly forwarded to the members by special circular.

It also referred to the arrangements being made for the Newfoundland Excursion and stated that these were not yet completed owing to the difficulty experienced in securing a suitable vessel. It was hoped, however, that something definite might be decided soon.

### RAILWAY AND TRANSPORTATION

This report which was presented by the Chairman, Mr. J. O. Thorn, is published in full in another column.

### COMMERCIAL INTELLIGENCE

The report of this Committee was, in the absence of the Chairman, presented by Mr. R. A. Donald. It recommended the establishment of representative and reciprocal correspondent relations between the Philadelphia Commercial Museums and this Association, each reserving the right to withhold any information the publication of which might be considered detrimental to its members.



It also reported having forwarded a suggestion to the Department of Trade and Commerce that Nassau in the Bahama Islands should be made a port of call for the proposed Steamship Line between Canada and Mexico.

It was decided that arrangements for the establishment of a permanent correspondent membership system should be proceeded with and that representatives should be secured as soon as possible in the following centres,—Paris, Copenhagen, Amsterdam, Brussels, Christiania, Vienna, Rome, Constantinople, Madrid, Berne, St. Petersburg, Glasgow, Belfast, Calcutta, Hong Kong, Smyrna, Yokohama, Cairo, Capetown, Rio de Janeiro, Buenos Ayres, Valparaiso, Melbourne and Sydney.

#### PARLIAMENTARY COMMITTEE

In the absence of the Chairman, the Secretary presented a report from the Parliamentary Committee. Extracts referring to the legislation dealt with during the past month appear in another column.

The report also recommended that another enquiry circular on the scarcity of labor among the members of the Association should be issued in the near future, and further recommended that such a circular should be issued half-yearly.

Accompanying the report was a summary of the grievances existing in the Canning Industries of British Columbia, embodying the findings of the committee after a careful study of the question on the part of the British Columbia Branch of the Association and the Parliamentary Committee itself. This was directed to be forwarded to the Minister of Marine and Fisheries at Ottawa.

#### TARIFF COMMITTEE

Mr. W. K. McNaught reported for the Tariff Committee, and recommended that action on the part of the Association should be postponed until the budget speech is brought down at the present Session of Parliament, and that following this, a meeting of the Tariff Committee should take place, and such action be taken as may be deemed wise at that time.

#### "INDUSTRIAL CANADA" COMMITTEE

The report of the "Industrial Canada" Committee was submitted in the absence of the Chairman by Mr. S. M. Wickett. It showed a satisfactory financial standing, and reported that the present cover design would probably be adopted temporarily. The leading article for the May issue would deal with the Canadian Portland Cement Industry.

#### SPECIAL DOMINION EXHIBITION COMMITTEE

The report of the special Dominion Exhibition Committee was presented by the Chairman, Mr. W. K. McNaught. The Superintendent of this department, Mr. C. B. McNaught, had assumed his duties on the 18th ult. A circular had immediately been issued to the members urging their attention to the advantages, and the importance from an educational standpoint, of an exhibit at this Exhibition. This had been followed by a visit to Winnipeg, where the various features were discussed with the officers of the Winnipeg Industrial Exhibition Association. The committee had also had a meeting with Mr. F. W. Heubach, the Secretary of the Association, on the 20th inst., at which a number of interesting details were finally discussed.

Applications were being received and great interest taken in the Exhibition on the part of the members of this Association in every part of Canada.

#### MONTREAL AND TORONTO BRANCHES

The reports of the Montreal and Toronto Branches were presented by Mr. C. C. Ballantyne and W. B. Tindall respectively. These reports were regularly received. They appear in full in another column.

The meeting then adjourned.

## Parliamentary Committee

The following extract from the report of the Parliamentary Committee refers to a number of important measures reviewed during the past month.

#### ONTARIO LEGISLATION

The most important matter dealt with was the legislation before the Ontario Legislature affecting manufacturers. The different bills considered, and upon which action has been taken, are as follows:

Bill No. 86, an Act respecting the inspection of steam boilers and steam threshing engines. The way this bill was worded it would apply to every steam boiler in the Province, and made a further inspection compulsory. This was taken up with the member who introduced the bill, who gave us his assurance in writing that the Bill was intended to apply only to steam boilers used for threshing purposes and would be amended to that effect. We were represented at the meeting held to consider the bill, but considerable opposition was shown and the bill was thrown out.

Bill No. 100, an Act to amend the Factories Act, which made provision for placing liability and responsibility on landlord or tenant for improved fire equipment which the Factory Inspector might demand. This bill was also thrown out in Committee.

Bill No. 114, an Act to regulate stationary engineers. This bill would probably have had a more far-reaching effect on manufacturers than any other before the Legislature this session with the exception of the Assessment Act. It provided, in short, that every engineer operating a stationary or hoisting steam plant having a boiler of 25 h.p. or over, should hold a certificate granted by a Board of Examiners. This bill was promoted by organized labor and supported by them, and by the Society of Stationary Engineers. The most serious objections to the bill were the method of appointment of the Board of Examiners, the impossibility for the users of steam plants outside of the large centres to procure engineers with certificates on short notice, and the opportunity it would give to a union of stationary engineers to compel manufacturers to submit to unreasonable demands. The committee was represented on two occasions before the Special Committee of the House, and the promoters of the bill were represented by large deputations and by their solicitor. We are glad, however, to be able to report that the bill was thrown out in Committee.

Bill No. 141. This is an Act to amend the Factories Act, and dealt especially with the conditions and hours of female labor. Five points in this were taken up with the Minister who introduced the bill and we are glad to report that on all five points the bill has been amended so as to be satisfactory. The different points on which we made recommendations were,—

1. A clause compelling girls in factories to wear their hair fastened close to their head.
2. The number of hours an employee would be allowed to work.
3. The temperature of factories.
4. The placing of spittoons in factories.
5. Protection of elevators.

The Secretary reported briefly regarding the Assessment Act that the conditions were practically the same as when last reported.

#### OTTAWA LEGISLATION

The Union Label Bill is again before the House of Commons, having been introduced by Mr. Ralph Smith, M.P. for Vancouver. It is identically the same bill as introduced last year in the Senate.



## Railway and Transportation Committee

THE Railway and Transportation Committee reported to the Executive Council as follows :

Meetings of the Committee were held in Association rooms on March 28th, and April 18th.

On March 28th, Secretary Cooper's report on the West Indies was considered with particular reference to that portion concerning the Pickford and Black service. Your manager of transportation is now inquiring into this service.

### CLASSIFICATION

The matter of classification was again considered. The Association's case was presented to the Commissioners on March 23rd, our suggestion being that a temporary classification be authorized and issued at once to remain in effect until all parties interested can be gotten together and a definite classification arranged : the temporary classification to consist of classification No. 11, all additional ratings and any reductions from the old ratings that have since been made.

The arguments with which we endeavored to sustain these suggestions are briefly :—

Classification No. 11 is still the legal classification. To restore this classification temporarily can be no hardship to the railways. The additions to the classification since made have been made to keep pace with the expansion of trade. No exception can be taken by the railway companies to the addition of these new ratings to classification No. 11. The reductions made upon classification No. 11 have been made by the railway companies after considering the individual merits of individual cases.

Your manager of Transportation Department personally carried the representations of the Association to the Railway Commissioners and offered such verbal explanations as were required by the Commissioners.

It is hoped that this suggestion may be accepted, but the Commissioners explain that no action can be taken until the railway expert is engaged and added to the staff of the Commission.

Your Manager of Transportation appeared in the interests of the Toronto Branch, and along with its representatives, at the meeting of the Royal Dominion Commission on Transportation, in the Municipal buildings in Toronto. While urging in the interests of the Toronto Branch some needed improvements in our water transportation facilities, the Association as a whole, in so far as they are affected by water transportation, are equally interested in this matter.

### TRANSPORTATION COMMISSION

Your Manager of Transportation visited Hamilton on March 29th and discussed with the various Hamilton firms, in so far as time would permit, questions affecting this department.

A further meeting of the Transportation Committee was held on April 18th. Progress was reported in connection with the question of Marine Insurance from Halifax to British ports, and with respect to additional cases submitted to the Railway Commissioners for their consideration, also with respect to cases now under course of preparation for presentation and study of rate conditions with respect to certain industries.

Correspondence and interest in this department seems to be well sustained.

### OTTAWA OFFICE

At the last meeting of the committee a recommendation was presented from the Parliamentary Committee of the Association that the Manager of the Transportation Department should be deputed to spend the remainder of the present session of Parliament in Ottawa as the representative of the Association.

The Railway Commission having been established, and in all probability prepared to take up in the near future many of the

problems which have been raised by this Association, your committee unanimously adopted the recommendation, and after a thorough discussion, it was unanimously carried that this step be recommended to the Executive Council.

This move on the part of the Association must be regarded as of the highest importance. It is earnestly hoped that the Executive Council will grant its approval.

All of which is submitted.

## TORONTO BRANCH

THE regular meeting of the Executive of the Toronto Branch was held on April 21st.

There were present Messrs. W. B. Tindall, Vice-Chairman, R. J. Copeland, J. W. Cowan, P. W. Ellis, D. T. McIntosh, F. A. Ritchie, G. W. Watts and R. J. Younge. Messrs. J. P. Murray, W. P. Gundy, R. J. Christie, C. N. Candee and J. O. Thorn sent regrets at being unable to be present.

Several communications from Mr. B. Jackson, Canadian Government Commercial Agent at Leeds, went in detail into the different qualities of coal that could be secured in that district and gave prices. The prices for the coal laid down at Toronto were, however, considered to be so high that it was useless to take any further steps.

The committee approved and recommended for acceptance five applications for membership.

The Secretary reported briefly the representations made by the Branch to the Transportation Commission which met in Toronto on March 21st, a short report of which was published in March INDUSTRIAL CANADA.

The Secretary also reported that the Waterworks By-law which had been actively supported by the Branch had received the approval of the property owners and contracts were being let to have the work proceeded with at once.

### SMOKE BY-LAW

A city by-law to compel manufacturers and others creating smoke to use smoke consumers comes into affect on July 1st next. The committee considered that the wording of the by-law was so unreasonable that its effect would be nullified and they decided to take no action until some member of the Association was affected.

### PAWN BROKERS

The regulation of pawn brokers is a question for Ontario Legislation, but as it refers more particularly to the City of Toronto it was decided that the Branch should make an effort to have the law amended, and a resolution which points out wherein the present statute is deficient was passed as follows :

*That whereas* the present law in Ontario regarding pawn brokers permits parties to take out licenses as pawn brokers at a very low fee ; does not compel a record of goods taken in pawn to be forwarded to the police of the municipality ; does not authorize or allow any of the authorities to inspect at their pleasure the business places of pawn brokers ; does not prevent pawn brokers from also carrying on the business of merchants and does not provide a sufficiently severe penalty for an infringement of the statute :

*That whereas* on account of the above conditions the present law tends to encourage the wrongful possession of goods and an improper use to be made of pawn brokers :

*Resolved*, That the Toronto Branch of the Canadian Manufacturers' Association take steps to have the present act respecting pawn brokers, R.S.O., No. 188, amended to provide,—

1. That the license fee of \$60.00 per annum be increased to a minimum fee of \$250 with power given to the Council of any Municipality to increase the same, and that in addition a bond of \$1,000 or over should be given to the municipality as a guarantee that the terms of the Act shall be complied with, and that power be given to the Municipality or Police Commissioners to refuse to issue a license to any applicant without assigning any reason for such refusal.

2. That every pawn broker be compelled to deliver to the Chief of Police of the Municipality before 9 o'clock each day a detailed account of goods taken in pawn during the preceding 24 hours.



3. That the Mayor, Chief of Police or any one with orders or instructions from either of them be allowed to visit and to inspect at their pleasure the business places of pawn brokers and everything contained therein, including all articles in pawn, books and records.

4. That the business of a pawn broker should be strictly limited to carrying out the terms of the Act under which he secures his license and that he should not be allowed to carry on the business of a trader, merchant or any other class of business.

5. The punishment for an infringement of the Act should be increased from a minimum of \$50 to a minimum of \$250 and power should be given to the Police Commissioners to revoke the license at any time, and power should be given to the Police Commissioners to pass such regulations as they consider necessary for the proper regulation of pawn brokers.

The Provincial Secretary received a committee of the Branch on Wednesday, April 27, in support of this resolution and promised that the same would receive the careful consideration of the Provincial Cabinet.

In presenting this report to the Executive Council, Mr. Tindall dwelt at some length on the importance of this resolution. He explained that at first sight the regulation of pawn brokers might appear to be a matter which was outside the scope of the work of the Toronto Branch. Such, however, was not the case. The ease with which goods in process of manufacture or manufactured could be stolen and disposed of to pawn brokers was well known and the members of the Branch Executive gave many instances of goods being disposed of in that way.

## MONTREAL BRANCH

THE regular monthly meeting of the Montreal Executive was held in the Association rooms, Board of Trade Building, on the 14th inst. with the Montreal Chairman Mr. C. C. Ballantyne in the chair. There were also present Messrs. C. W. Davis, D. L. McGibbon, J. E. Matthews, J. C. Holden, R. R. Stevenson, J. T. Hagar, Geo. Esplin, E. Tougas, R. Munro.

The Secretary reported upon his investigations into the changes that had been made in the system of passing entries at the Custom House. While there had been some delays when a new system was being introduced in the month of January, yet now that it was working properly it was found to be an improvement from the public standpoint.

Communications were also received from the Minister of Customs and the Collector of Customs testifying to their wish to make alterations in the Express Examining Warehouse at Montreal as speedily as possible in order to relieve the congestion. The Executive was assured that the alterations would be completed about the first of May.

### MONTREAL DINNER

It was decided to hold a dinner during the latter part of May or the early part of June. It will serve as a reception to the President of the Association upon his return from Europe. It is also the hope that a number of the western members of the Association will be able to be present. The dinner will be held in the new quarters of the Canada Club in the Board of Trade Building.

### ENFORCEMENT OF THE ADULTERATION ACT

Mr. S. W. Ewing, Chairman of the Manufacturing Grocers' Section, reported that in as much as the delegation from the Section that waited upon the Minister of Inland Revenue re the enforcement of the Adulteration Act were not hopeful that their request would be granted, and in as much as the powers given to the Inland Revenue Officers under the Adulteration Act are also given to the Municipal Food Inspectors, he with the Secretary waited upon the Montreal Medical Health Officer and requested him to enforce the Adulteration Act so far as the city of Montreal is concerned. The point is that compound spices are being sold as pure, contrary to the provisions of the Adulteration Act, and the practice has become prevalent throughout Canada. The Montreal Executive expressed the hope that the Executive Council would support the petition of the Manufacturing Grocers' Section to the

Minister of Inland Revenue and approved of the action of the section so far as the city of Montreal was concerned.

Correspondence was received from the Manager of the Transportation Department in regard to the discrimination in freight rates against Canadian manufacturers in favor of foreign shippers in catering for the trade of Manitoba and the Northwest Territories. It was felt that the Manager of the Transportation Department should be provided with absolute instances of this discrimination as it has affected Montreal manufacturers.

It was brought to the attention of the Executive that the Union Label Bill would again be introduced into the House of Commons, and it was the opinion of the meeting that everything possible should be done to defeat it.

A recommendation was received that the circulation of INDUSTRIAL CANADA should be increased among the business firms of the sister colonies, in order not only to make them better acquainted with Canadian affairs, but to bring them into closer touch with the manufacturers who use the advertising columns of this journal. It was felt that a monthly Bulletin from Canada may do much to develop trade with the West Indies, Australia and South Africa.

The tariff situation was discussed at some length, and it was the unanimous opinion that the Association should take no action until the Budget Speech is brought down, but that it should then immediately decide what its policy shall be.

### COMPENSATION ACT

It was brought to the attention of the Executive that a Compensation Act, placing an arbitrary estimate on accidents to workmen, may be introduced into the Quebec Legislature this Session. Such an Act if introduced will be opposed by this Branch. It was decided to request the factory inspector to consult with the Association before submitting such a bill to Parliament.

The Chairman laid upon the table correspondence between himself and the General Secretary in regard to a fuller consultation with the Montreal Executive upon national matters before final submission to the Executive Council. The opinion of the Branch has been conveyed in a separate letter.

Five applications for membership were passed.

### NEW MEMBERS

Passed by Executive Council, April 21, 1904

#### Bobcaygeon, Ont.

MOSSOM BOYD CO.—Lumber of all kinds and lath.

#### Brantford, Ont.

VON ECHA CONSTRUCTION CO.—Street Railways, &c.

#### Charlottetown, P.E.I.

BRUCE STEWART & CO.—Steam engines, boilers, steamboat and mill machinery.

THE DOMINION PACKING CO., LTD.—Pork and beef products, canned fruits and vegetables, farm products.

#### Hamilton, Ont.

INTERNATIONAL HARVESTER CO. OF CANADA, LTD.—(Geo. L. Rice, 5th member).

#### London, Ont.

A. TALBOT & CO.—Printers and publishers.

#### Montreal, Que.

P. AMESSE.—Foundry.

ARMSTRONG & DICKSON MFG. CO.—Biscuits and confectionery.

CONSTANTINE & O'BRIEN.—Machinists and shoe machinery.

J. GODIN.—Hats.

HART MANUFACTURING CO.—Ladies' tailor-made garments.

INTERNATIONAL HARVESTER CO. OF CANADA, LTD.—(H. A. Bordeau, 3rd member).

THE MONTREAL BISCUIT CO.—Biscuits and candies.

F. SCHNAUFER—Fur dresser and dyer.

#### Ottawa, Ont.

LIBRARY BUREAU OF CANADA, LTD.—Interior woodwork, card index and filing systems.

#### Quebec, Que.

ALF. POIRIER.—Boots and shoes.



**St. John, N.B.**

G. HEVENOR.—Copper and brass goods.

**Toronto, Ont.**CHAPMAN DOUBLE BALL BEARING CO. OF CANADA, LTD.  
HUTCHISON, SHURLY & DERRETT.—(R. F. Shurly, 2nd member).

INTERNATIONAL HARVESTER CO. OF CANADA, LTD.—(H. Hannon, 4th member).

INTERNATIONAL HARVESTER CO. OF CANADA, LTD.—(H. R. Thurber, 6th member).

THE MARSHALL SANITARY MATTRESS CO., LTD.—Marshall Sanitary mattresses, pillows, cushions, etc.

J. J. McLAUGHLIN.—Soda fountains, fruit juices, mineral waters.

Wm. E. ORR &amp; Co.—Furs.

ROMAN STONE COMPANY, LTD.—Cement stone and building materials.

**Windsor, Ont.**

EUREKA PLANTER CO.—Garden tools, etc.

**A VISIT TO PHILADELPHIA****REPORT OF THE SECRETARY**

THIS report I beg to submit in two parts. I shall deal first with the Annual Convention of the National Metal Trades' Association, which was held in the Walton Hotel, Philadelphia, on March 23 and 24, 1904. This is an association of employers in the metal trades, organized to defend their rights in all kinds of labor difficulties. The membership of the Association is comparatively small, being at the present time two hundred and eighty, but the organization is a very influential one, because of the earnestness and zeal with which the work is undertaken. The membership fee is based upon the number of hands employed by each member.

The work of the Convention may be said to command the interest of this Association on only one important point, namely, the methods of dealing with legislation. The attitude of the Metal Trades' Association during the present session of the United States Government is a purely defensive one, and their efforts are directed to defeat four unfair measures which have been introduced. It may be of interest to the Canadian manufacturer to review these measures briefly.

**U. S. LEGISLATION**

The first and most important is the Anti-Injunction Bill, a bill to prevent the United States Courts from issuing injunctions against labor unions or their members where labor difficulties are pending. The passage of this measure would rob the employer of what has been, up to the present time, his greatest safeguard, both in business and as a free citizen. The greatest interest has been manifested in the discussion of the bill before the United States Senate. Mr. Gompers, the President of the United States Federation of Labor, personally conducted the campaign in favor of the bill, and presented the arguments of organized labor. All the employers' associations in the United States are exerting their influence on the other side, led by the National Association of Manufacturers.

The second bill is a measure ostensibly "to prevent unfair competition," but is in reality a creation of organized labor by which the business of any manufacturing firm or other employer of labor may be subjected to investigation and interference.

The third measure is a Bill to establish a National Board of Arbitration, a Federal Court with power to investigate the business of any firm, and to hand out final decisions in labor difficulties.

The fourth is the eight hour bill, making the eight hour day compulsory in the United States.

The introduction of these measures gives some adequate idea of the aggressiveness of organized labor at the present time, and the absolute need for strong and united work on the part of employers.

**METHODS**

As to the methods used in defeating these measures, I find that the National Metal Trades Association, which may truthfully be considered as one of the most advanced institutions of its kind

on the continent, adopts practically the same plan of campaign as our own Association. A special committee corresponding to our Parliamentary Committee considers the various measures and makes the necessary representations before the United States Congress or Senate as the case may be. Should this not be sufficient the members of the Association are notified, and their influence exerted upon their individual representatives. A striking example of the force of this method was shown by one of the speakers, who stated that in a single day six hundred telegrams opposing the Anti-Injunction Bill had been dropped upon the Senate in Washington at the instance of the National Association of Manufacturers. The value of this work to the National Government and to the general public of the country can scarcely be estimated, for while all will be ready to admit that there are unreasonable employers as well as employees, it must be universally acknowledged that the rational efforts of employers and their organizations throughout the land, are the most valuable and effective restraint to vicious legislation introduced to satisfy labor leaders—legislation which, if enacted, would prove both disastrous to trade, and injurious to society.

**CONDITIONS**

A comparison of the conditions existing in the National Metal Trades Association and the Canadian Manufacturers' Association will perhaps account for any difference which may exist in their attitudes towards organized labor. In the first place, the battle between labor and capital is being fought more generally in the United States than in Canada. In the second place, one hundred per cent. of the members of the National Metal Trades Association are deeply interested in the labor problem, and prepared to take an out and out stand, while only a comparatively small percentage of the members of our Association have suffered through strikes. The problem of employers in the United States at the present time is largely *how to fight* organized labor, and to a certain extent this must be the problem of Canadian employers also, but with us there must be also the element *how to prevent* labor crises, and the prevention doctrine will no doubt appeal strongest to the majority of Canadian employers under the present conditions.

**INTERESTING FEATURES**

A great movement will probably grow out of the recent Convention, which will result in the federation of all employers' organizations in the United States, making it practicable to marshal the forces of the employers upon lines similar to those used by labor in the American Federation.

Your Secretary was accorded the kindest treatment by the officers of the Convention. They manifested a deep concern in the problems of Canadian employers. I was deeply interested also in meeting some of the officers of the Anti-Boycott League, the Association which broke the boycott in connection with the great teamsters' strike in Chicago last year. The work of this organization is of a most interesting class, and should the labor situation in Canada grow more alarming they will undoubtedly organize in the Dominion.

**THE COMMERCIAL MUSEUMS**

In the second part of this report I wish to refer briefly to an extremely interesting visit to the Philadelphia Commercial Museum. This institution exists to assist the manufacturers of the United States in placing their goods upon foreign markets, and is perhaps, the most extensive trade information bureau in the world. The Museums are heavily endowed by the National Government as well as by the State and city authorities. They possess the finest commercial reference library in the world, and through years of correspondence and investigation their files are replete with information of all kinds from every foreign country. It is indeed interesting to pass through their spacious buildings, and to come face to face with the exports and imports of every country in the world.

The visit of your officer to this institution has resulted in the establishment of formal representative relations between itself and this Association, a connection which will be an undoubted benefit to your executive staff and to any of the members individually who are interested in the export trade.



# The Industries of Canada

## THE PORTLAND CEMENT INDUSTRY

*Early discoveries — Present process of manufacture —  
Capacity of Canadian plants in relation to the consumption*

### INTRODUCTORY

THE phenomenal growth of the Portland cement industry in Canada within the past decade has awakened a widespread interest in the manufacture and uses of cement generally. For a number of years the subject was one about which little was known by the public at large, due principally to the secrecy which was maintained by the various plants with regard to the processes employed. The reason for this secrecy is not exactly apparent, for the composition of cement and its method of manufacture have always been matters of common knowledge among chemists. Nevertheless the fact remains that until quite recently all of the companies in operation jealously guarded their trade secrets, believing, no doubt, that processes for which they themselves had paid so dearly, must possess advantages which it was desirable they should retain.

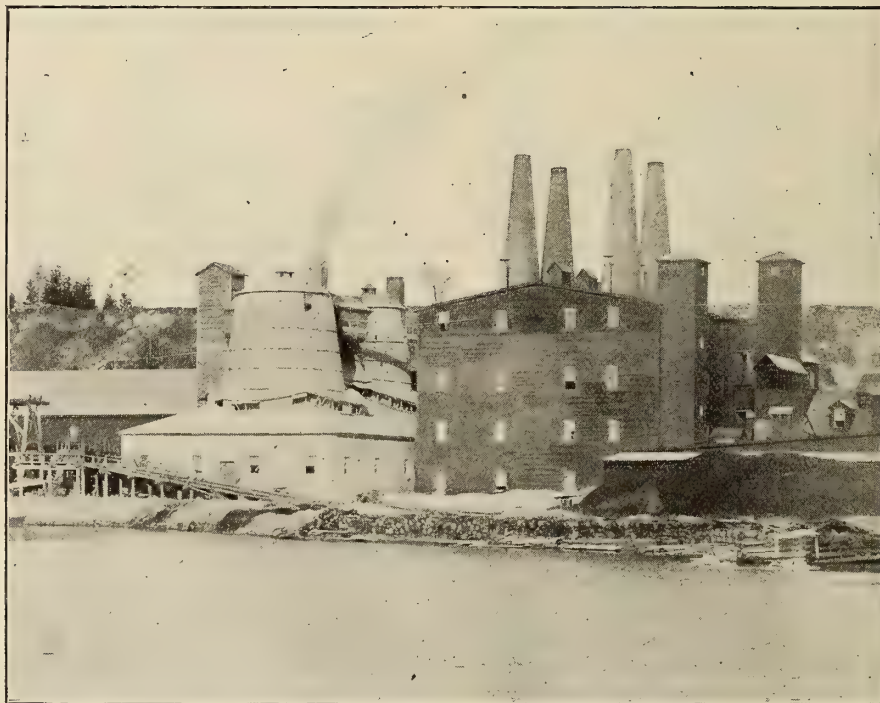
The dissipation of these ideas, and the gradual spread of a more intelligent understanding of the whole subject have followed indirectly as a result of the promotion of several new joint stock cement companies. The stock in these companies was eagerly taken up by small investors in all parts of the country, who were led to believe that immense profits could easily be made. One well-known company, which claimed to be able to manufacture cement at a cost of 40 cents a barrel, includes upon its list of shareholders the names of over 1,500 persons, and other instances might be mentioned where the number of those interested is almost equally as large. The failure of these concerns to realize any profits as a result of their initial operations naturally caused considerable disappointment. Some of the more dissatisfied shareholders even laid charges of extravagance and misrepresentation, which have since been followed by a thorough ventilation of the whole question. The uses for cement and the probable demand for it, the cost of its manufacture, the output of the works now in operation, and the extent of the imports, all have been made the subject of careful investigation, with the result that a somewhat serious

condition of affairs has been disclosed. It would now appear that the industry has reached a stage in its development where further expansion is, for the present, undesirable, and companies already in operation are inclined to view with disapproval the efforts which are at present being made to float new concerns whose joint capital amounts to several million dollars.

### EARLY DISCOVERIES

Before considering the purely Canadian aspect of this enterprise, some account of the beginnings of the Portland cement industry may not be without interest.

Up to the middle of the 18th century lime was the form of cement best known and most widely used. It was then the common belief that the hardest hydraulic limes were made from the hardest and purest limestones. In 1756 the fallacy of this belief was proved by an Englishman named John Smeaton, who demonstrated that the hydraulicity of the lime was due to the presence of clay matter in the limestone. Smeaton was entrusted with the task of erecting the modern Eddystone Lighthouse, and in its construction he made use of an hydraulic lime made by calcining a rock containing a



OLD AND NEW STYLE VERTICAL KILNS

small percentage of clay material.

After Smeaton had discovered this fact, science made but small progress for many years towards securing a more satisfactory and harder cement. It remained for one James Aspdin, a bricklayer of Leeds, England, to make the crowning discovery, so simple in itself and yet so important in its results. Realizing that the degree of hardness and hydraulicity in the natural cement was directly proportional to the amount of clay matter present in the limestone, Aspdin asked himself why should it not be possible by adding clay to limestone and calcining the mixture to secure a resulting compound which would be equal, if not superior, to the natural cement.

He made several experiments along this line, and finally, in the year 1824, hit upon a mixture which produced a cement much harder than anything yet known. Because of the resemblance of



this cement in color and texture to the limestone from the island of Portland, he named it Portland cement.

The process employed was to burn the mixture of clay and limestone in a kiln resembling the ordinary lime-kiln, consisting of a barrel-shaped shaft some 35 feet in height and 10 feet at its greatest diameter. Near the bottom of the shaft were inserted iron grates, upon which were heaped, in alternate layers, coke and bricks of the dried mixture. The kiln was fired at the bottom and allowed to burn itself out, a process requiring usually three days. The residue was then dumped out and sorted.

#### CANADIAN PIONEERS

It was this same process, in a slightly modified form, that was used by the Rathbuns, of Deseronto, who were the first to engage successfully in the manufacture of Portland cement in Canada. They erected their plant about the year 1885, with a daily capacity of from 300 to 500 barrels, and have ever since been well and favorably known as the makers of the celebrated "Star" brand.

This company was followed in 1888 by the Owen Sound Portland Cement Co., who in that year erected works at Shallow Lake. Both of these companies experienced considerable difficulty at first in getting their works into satisfactory shape, and it is said that they carried on business for several years without realizing any profits.

#### VERTICAL KILN PROCESSES

The process in use at Deseronto is technically known as the Aulberg process, from the name of the inventor. It is distinguished as being economical in point of fuel consumption, but the preparation of the raw material is said to be extra costly. This arises from the fact that it has to be partially dried, then moulded into bricks, which are further dried in ovens under a temperature of from 400° to 500° F., before being finally placed in the kiln for burning. Coke is used to start a kiln, but once started the process is a continuous one, fuel in the form of gas slack being supplied from time to time through feeders located near the top, while a constant supply of bricks is secured by means of an immense hopper, emptying directly into the kiln like a self-feeding coal stove. As the material becomes thoroughly calcined, it works its way to the bottom, where it is removed in the form of clinker.

This is the most popular variety of German kiln, and it is still largely in use throughout France and Belgium.

At the Shallow Lake works, the process originally installed is known as the Batchelor kiln process. It is thought to be much more simple and inexpensive as regards the preparation of the raw material for the kiln, though in point of fuel consumption it is far more costly than the Aulberg process. With English manufacturers it is still the favorite, it being claimed on the Mersey that cement can be made by this method as cheaply as by any other.

#### CONSOLIDATION OF COMPANIES

The next works to be successfully operated in Canada were known as the Beaver Works, at Marlbank, in the County of Hastings. Some years before, an English Company had built a plant there at a cost of about \$90,000, but they never succeeded in manufacturing cement profitably. The works were, therefore, allowed to remain idle, until finally they were taken over by the Beaver Co.

Meanwhile in Montreal, the St. Lawrence Cement Co. had been organized to manufacture under a patented process what was known as silica or sand cement.

These two companies, along with the Rathbun Company of Deseronto, consolidated about the year 1900 under the name of The Canadian Portland Cement Co. They have since had a most successful career, but it is now understood that they have largely ceased operations at the Deseronto and Montreal plants, while the output of the Marlbank works has been materially increased.

#### THE ROTARY PROCESS

In this connection it might be said that the Marlbank or Strathcona Works as they are now called, were the first to introduce the rotary kiln into Canada. The rotary type of kiln is frequently said to be of United States origin, but this is a mistake. It was first invented and patented by one Ransom, an English manufacturer, about the year 1885. It remained, however, for the United States makers to develop this kiln and to improve the methods of supplying it with fuel, until it has now become the most popular kiln on the American continent.

As has already been stated, the chief component parts of Portland cement are clay and lime. The latter is sometimes obtained in the form of limestone, which has first to be quarried, crushed and finely ground. It is then mixed with the pulverized clay roughly in the proportion of four to one, the exact percentage being determined in every case by careful chemical analyses.

Sometimes the lime is obtained from beds of marl, or carbonate of lime, which are found in great abundance in most parts of Ontario. When lime of this form is used the process is greatly simplified. The marl is conveyed to the works in the condition in which it is found, where in a circular pit known as the wash mill or pug mill it is mixed by weight with the clay, water being added as required to facilitate the intimate intermixing of the two elements. A material somewhat resembling thick porridge is the result, which is technically known as slurry. This slurry is then conveyed to large storage tanks, from which it is automatically fed to the rotary kiln.

The kiln as illustrated is a huge steel cylinder, resembling in appearance an enormous cannon. Its length varies from sixty to one hundred feet and in diameter it ranges from five to eight or more feet. The cylinder is mounted on roller bearings and is so adjusted as to incline slightly from the horizontal. It is geared to revolve at a speed varying from one-half a revolution per minute to two full revolutions per minute.

At the upper or slurry end of the cylinder are fitted a number of channel irons, running parallel with the longer axis of the cylinder and about 20 feet in length. These irons are placed about two feet apart. The remaining portion of the cylinder is lined with fire-brick. At the upper end a smoke-stack is erected to carry off the gas produced in the chemical reaction. At the lower end the cylinder is covered with a hood, fitted with a small iron pipe, through which the pulverized coal is fed in the form of a constant blast. Immediately upon striking the flame in the kiln, this coal dust is converted into a gas, and a heat of from 2800° to 3000° F. is produced.

The slurry is pumped into the cylinder at the upper end. As the cylinder slowly revolves this mixture is carried round and round by the channel irons, gradually working its way towards the lower end. In this process water vapor and later carbon dioxide are carried off, so that by the time the slurry reaches the end of the irons it is sufficiently dry to stick to the bricks until it reaches the highest point in each revolution. It then drops and is once more carried upward. This process continues until the slurry reaches the hottest zone where it is completely calcined and a chemical reaction occurs, forming what is known as clinker. The clinker rolls out of the hood in small particles varying in size from a pea to a walnut.

The grinding of the clinker forms the next process. Before the clinker is fed into the grinders, known as ball-mills, a small percentage of plaster of paris is added, to prevent the too rapid setting of the cement. A disc feeder, acting automatically, provides a steady supply of clinker for each mill. The grinder is nothing more than a large steel cylinder, in which are placed a number of steel balls, weighing possibly twenty-five pounds each. As the cylinder revolves, these balls keep rolling forward, their weight being sufficient to crush the bits of clinker into small pieces.

A second grinder, provided with flint pebbles instead of steel balls, is used to reduce the cement to the necessary degree of



fineness. Upon being turned out of this mill, it is tested by being passed through a 200 mesh sieve, after which it is carried away to the storage bins where it is prepared for shipment.

Both the vertical and the rotary kiln processes have their advantages, and no satisfactory decision has yet been reached as to which permits of the most economical manufacture. The vertical kiln is exceedingly costly by reason of the large amount of coal consumed in drying the bricks, while on the other hand the extra power required by the rotary method makes it almost equally as costly. Just at the present time, however, in this country and in the United States, the rotary kiln seems to be considered the most desirable. There can be no question that where cheap water power is available for providing the extra electric energy required to revolve the immense cylinders, the rotary process is the least expensive and most satisfactory. This has been amply demonstrated in the case of the works at Lakefield. A splendid water power has here been utilized, which, together with the improved facilities for handling the raw material, has enabled the company to manufacture cement at a minimum of cost.

#### USES AND CONSUMPTION OF CEMENT

Of recent years the employment of concrete as a building material has come into much more general use. When Portland cement could not be bought under \$4 a barrel, the use of concrete was confined almost entirely to the construction of foundations exposed to the action of water. But now that the price has fallen to less than \$2 a barrel, concrete is gradually replacing brick and stone in some lines of work. Even wood has had to give way before it, as instanced by the tendency to use concrete flooring in fireproof buildings. In the matter of fence posts and piles it has also supplanted wood to some extent. All of these points have been eagerly seized upon by promoters, as proving that the demand for cement is rapidly on the increase. Such an argument, however, is somewhat misleading, for the total consumption of cement from any one of these causes is as yet a mere bagatelle compared to the amount consumed in the construction of sidewalks and street pavements. This municipal work alone will account for fully 65 per cent. of the total consumption of cement in Canada during 1903. Other years, when the stone sidewalk and asphalt pavement fever ran high, the percentage was still greater, but the needs of our towns and cities have at length been fairly well supplied, so that from now on we may look for a gradual decrease in the consumption arising from improvements of this class. At the same time, it seems reasonable to suppose that more and more cement will be used for building and other purposes as time goes on, especially if the cost of production can be reduced so as to bring it into more active competition with brick and stone. Large public works, too, such as canals, will occasionally stimulate the demand, but it will probably be some time before this country consumes as

much as Germany or the United States in proportion to the population.

From the *Cement and Engineering News* we learn that the gross output of United States mills in 1902 was 16,875,506 bbls., and that the imports amounted to 1,784,353 bbls., making a total of 18,659,859 bbls. Assuming that the entire amount was consumed by a population of 76,000,000, it will be seen that the consumption was at the rate of about one barrel to every four persons.

An examination of the figures for Germany gives practically the same result. During 1902 their total production was 29,000,000 bbls., of which 2,400,000 were exported, and 12,000,000 carried over unsold, leaving the total consumption at 14,600,000 bbls. Estimating their population at 56,000,000, it will be seen that the consumption was a trifle over one barrel to every four persons.

Canada's consumption, however, is on a somewhat smaller scale. Last year her 6,000,000 people used only 1,359,428 bbls. of cement, or something less than one barrel to every four persons. But assuming that her per capita consumption were as great as Germany's, she would require at the very outside 1,500 000 bbls. per annum.

#### CAPACITY OF CANADIAN WORKS

The Government returns of the Mineral Production of Canada for 1903 show that during the past year the following nine companies were actually engaged in the manufacture of Portland cement:

Canadian, Owen Sound, Imperial, Gray and Bruce, Hanover, Lakefield, National, Crescent and Sun. As nearly as can be estimated, their total annual capacity is 1,500,000 bbls., which would mean a daily capacity for each company of 555 bbls., allowing 300 working days to the year.

The works of six other companies were reported to be under construction, as follows:

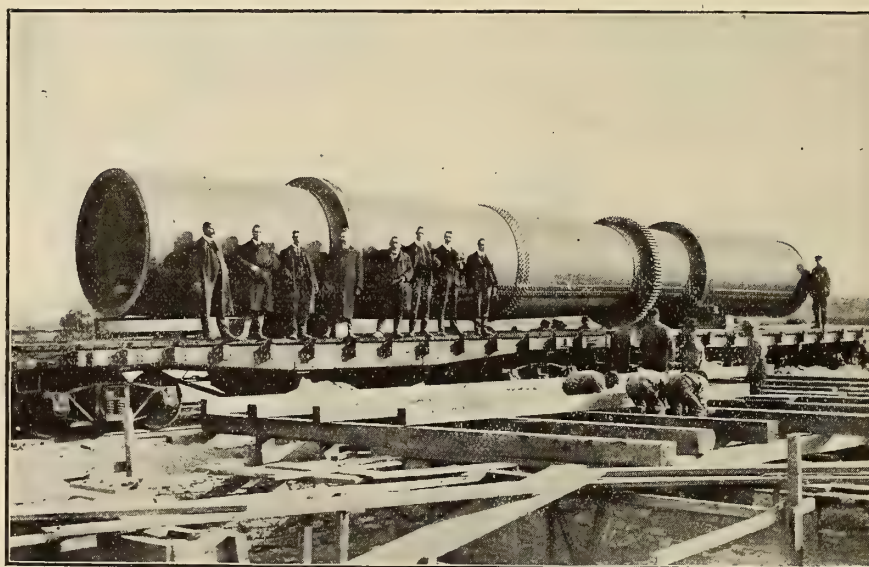
| Company.                       | Projected Daily capacity. |
|--------------------------------|---------------------------|
| The Raven Lake .....           | 600 bbls.                 |
| The Ontario (Brantford) .....  | 1,000 "                   |
| The Belleville .....           | 2,000 "                   |
| The International (Hull) ..... | 1,000 "                   |
| The Colonial (Warton) .....    | 1,000 "                   |
| The St. Mary's .....           | 800 "                     |
| Total .....                    | 6,400 "                   |

Discounting this estimate by 25 per cent., and again allowing for 300 working days to the year, the annual capacity of these plants when completed will be 1,440,000 bbls.

A third class is comprised of those companies which have been incorporated, and are now seeking capital for the construction of their works:

|                                 |           |
|---------------------------------|-----------|
| The Standard, Toronto .....     | 500 bbls. |
| The Superior, Orangeville ..... | 600 "     |
| The Western, Winnipeg .....     | 1,000 "   |
| The Manitoba, " .....           | 1,000 "   |
| The Royal, Montreal .....       | 800 "     |
| The Toronto and Hamilton .....  | 600 "     |
| The Chatham .....               | 500 "     |

Total, ..... 5,000 "



ROTARY KILN, ABOUT TO BE INSTALLED



Figured as before, these companies will add another 1,125,000 bbls. to our annual capacity.

Assuming that all of the above-mentioned plants will be carried through to completion, the country will be provided with mills whose capacity will aggregate 4,065,000 bbls. per annum, or nearly *three times the maximum consumption*, which has been placed at 1,500,000 bbls.

#### DIFFICULTIES TO BE MET

But apart altogether from this projected competition, much of which has, after all, not yet materialized, the Canadian manufacturer of cement is called upon to face some really serious difficulties in the prosecution of his business.

The total number of barrels of cement produced by Canadian mills in 1903 was 714,136, of which there remained unsold on the 31st of December 128,386. The difference, therefore, 585,750 bbls., represents the total consumption of home-made cement. In view of the fact that the imports for last year amounted to 773,678 bbls., or 54,542 bbls. more than the entire production of Canadian mills, the question may naturally be asked, why cannot the home market be secured for the Canadian manufacturer. The answer to this is easily supplied. Canadian mills are practically all situated in central Ontario, and the all-rail freight to consuming points in the Maritime Provinces and British Columbia more than equals the duty and freight on foreign cement. Moreover, the factory cost of English and German-made cement is much lower than that of Canadian manufacture on account of the cheapness of both labor and fuel. Even in the United States they are said to possess advantages over us in the way of low-priced coal, and instances are on record where, with the assistance of more favorable railway tariffs, they have been able to sell their surplus product almost at the very door of the Canadian maker.

This question naturally leads to a consideration of the Canadian Customs tariff on Portland cement. As already pointed out, our total importation of cement for 1903 amounted to 773,678 bbls. Of this, less than 25 per cent. was admitted under the preferential tariff, by far the larger part of it coming from Belgium and the United States. The duty paid upon the latter was at the rate of 12½ cents per 100 lbs., or about 44 cents a barrel. At first thought, this would appear to afford a fair measure of protection, and under normal conditions it might do so, but the fact remains that while Canadian consumers last year purchased from the United States 218,235 bbls., Canadian makers were obliged to carry over unsold 128,386 bbls. The reason for this is not far to seek. The leading cement manufacturers of the United States, apart altogether from the ordinary sales which each firm may make on its own account, have organized an Association with a view to getting rid of their surplus product in foreign markets. Canada from her geographical position is naturally the first to feel the effect of this dumping policy. With nothing but legitimate competition to meet, the manufacturers of Central Ontario can undoubtedly hold their own in their immediate territory, but it becomes absolutely impossible for them to do business when the market is demoralized by the sale of United States cement at slaughter prices. The low specific duty on Portland cement offers no barrier to the foreign manufacturer desiring to make Canada a dumping ground for his surplus production, and the question of putting a stop to the evil is one which should receive the immediate attention of the Government.

#### THE OUTLOOK

But, serious as are the troubles which at present confront the Canadian manufacturer of Portland cement, there are many circumstances which compel the belief that a bright future awaits this struggling industry.

To begin with, the country supplies an abundance of both raw material and cheap power. This advantage has been supplemented by the erection of a number of magnificent plants, embodying in their equipment every known device which tends to reduce

the cost of manufacture. The output of Canadian plants up to the present time, though small, has been of excellent quality, and wherever they have been used Canadian brands have proved eminently satisfactory. Foreign cements, on the other hand, are frequently of inferior quality. In Belgium, it is stated, they manufacture in all five grades, the export trade being the fifth or lowest in the scale. This fact is almost sure to result, sooner or later, in giving the Canadian manufacturer a firmer hold upon the home market, and, with the aid of increased protection, there seems no reason why the present output of our plants should not be doubled. The rapid development which our country is now beginning to experience, and the increased demand for cement likely to arise therefrom, will tend to widen the market still further, and make our consumption of cement more nearly approach the total capacity of the mills now provided for. At the same time, the natural result of an increased output will be a lower cost of production, which, in turn, may be expected to react upon the demand, making it stronger and steadier. Under such circumstances there is every probability that an export trade in cement could be developed. Canada already enjoys a preference of two shillings a barrel in the market of New Zealand, and with her factory cost reduced to a minimum she might confidently look for a large share of the trade of that colony, to say nothing of other business for which she would compete on more even terms with the United States.

Efforts have been made in some quarters to spread a pessimistic view with regard to the situation. It has been pointed out that some of the more recently organized companies have failed thus far to operate at a profit, and the inference has been drawn that more serious results are likely to follow. In all justice to the concerns it must be said that such inferences are not entirely warranted, for the history of nearly every Portland cement plant in Canada will show that its early operations have been conducted at a loss. This is accounted for by the extra expense involved in getting the plant into satisfactory working order, and no uneasiness need therefore be felt over the failure of these companies to declare a dividend.

Nor need we take too serious a view of the increased competition in the Canadian market. It cannot be denied, of course, in view of the figures given above, that there has been too great a tendency to anticipate the demand for cement. There are undoubtedly many more companies in existence in Canada than are needed to meet the actual requirements, but it does not necessarily follow that this competition is going to involve the industry in general ruin. Over-production, to some small extent, there may be, and possibly also serious embarrassment in individual cases, but the good sound judgment of our more conservative business men may surely be relied upon to prevent the crisis which some would have us believe is inevitable.

On the whole, her Portland cement industry\* is one of which Canada may well feel proud. Less than twenty years have passed since the erection of the first kiln, but so remarkable has been its growth ever since, that it now forms an important branch of the industrial life of the nation. Its magnificent plants are a credit not only to the men who built them but to the country which supports them, and it seems safe to predict that with careful management, the industry will have a bright and successful future.

The firm of J. J. Turner & Sons, Peterboro, report that they are doubling their output this year as a result of the large number of orders received. Their factory, one of the best in Canada for the manufacture of tents and awnings, is now taxed to its utmost, and will shortly have to be enlarged.

J. Oliver & Sons, Limited, of Ottawa, have had an exceptionally busy winter and spring, and are preparing to branch out actively into export trade. They have already forwarded several fair sized shipments to South Africa, and are only awaiting the opening of the St. Lawrence season to ship another large consignment to Johannesburg.



# Transportation Department

## IMPORT AND EXPORT RATES

**M**ONTREAL import and export rates in connection with shipments to and from Ontario are open to some criticism. There seems to be an absence of system in making these rates, which are generally not in the interest of the community or the railway companies. An examination of them almost forces the conclusion that the desire of the railway companies is to encourage importations and to not encourage exportations, while it is safe to say that there is no such desire on the part of railway officials. The import rates make it easy to get goods into this country. The export rates do not offer equal facilities for getting goods out.

The Customs tariff is somewhat, if not in a number of cases entirely, offset by rates advantageous to the foreign manufacturers. The foreign manufacturer is assisted by import low rates to exploit the Canadian market. The home manufacturer does not receive the same encouragement from the railways to penetrate the home markets of his foreign competitors.

These import rates are not the result of conditions which the Canadian railways cannot control. The necessity of the rates is not placed upon them by water competition west bound from Montreal. The low import rates are applied indiscriminately to water and inland points. Water competition can hardly apply more to the import than to the export rate situation. The Canadian roads are not under the necessity of making the lower import rates as against the competition of United States railways. In the United States, except in the case of some special commodities (which may be regarded generally as the raw material of some of their industries) for which commodity rates are made, the import rates from the ports of New York, Philadelphia and Baltimore, are the same as the domestic rates; that is, the rates are the same whether the goods originate in these ports or beyond the seas. In so far as they compete through their forwarding agents for Canadian imports from England, the United States roads are doubtless obliged to consider the rates via Canadian ports, but it is hardly likely, while maintaining the full domestic rates on imported manufactured articles for interior United States points, that these roads would do more than meet, via their ports, the rates quoted through Montreal.

The United States railways are giving prominence to two deas, one of preserving the home markets for the home industries and the other of making such export rates as will enable these home industries to exploit foreign markets. If low import rates are made upon special commodities (other than the raw materials above referred to) it is probably because these commodities do not displace commodities of United States manufacture or that the commodities are of such a character as to require low rates to create a harmless traffic. The general disposition to make east and west bound rates the same over the same lines between New York and Chicago and other points rate-related to these basing points which has so long manifested itself would apply no doubt to these commodities upon which low import rates are made and the same rates would be made in the opposite direction if the business were there to be moved.

No one will question the superior advantages of the home manufactures to the railway companies from the revenue producing standpoint. These advantages involve the carriage of the raw material, the fuel and the supplies for the factories, also the supplies for the communities of employees and their families. They also involve the outward carriage of the manufactured goods. The interest of the railway companies in the foreign manufacturer is

confined to the bare carriage of the manufactured goods from the British ports (if the railway owns the steamers), otherwise from the Canadian port.

Canada's national policy should preserve alike the home market to its fullest reasonable limit for the Canadian farmer and the Canadian manufacturer. The "Made in Canada" idea goes hand in hand with the "Grown or raised in Canada." The people are becoming imbued with this sentiment and it will be a matter of regret if the railway officials, who have not a little to gain by it, are the last to conceive the importance of this policy.

The following comparisons will show the discrepancies between the import and export rates:

| CLASSES....    | 1           | 2   | 3   | 4   | 5   | 6   |
|----------------|-------------|-----|-----|-----|-----|-----|
| Peterboro..... | Import..26  | 24  | 20  | 17  | 13½ | 12½ |
|                | Export..38  | 33  | 29  | 24  | 19  | 19  |
| Toronto.....   | Import..26  | 24  | 20  | 17  | 13½ | 12½ |
|                | Export..40  | 35  | 30  | 25  | 20  | 20  |
| Hamilton ....  | Import..28½ | 26½ | 22½ | 18½ | 15  | 13½ |
|                | Export..42  | 37  | 32  | 26  | 21  | 21  |
| Galt.....      | Import..28½ | 26½ | 22½ | 18½ | 15½ | 13½ |
|                | Export..50  | 44  | 38  | 27½ | 23½ | 23½ |
| London.....    | Import..31  | 27  | 23½ | 19½ | 16  | 15  |
|                | Export..56  | 49  | 39  | 27½ | 23½ | 23½ |
| Chatham ....   | Import..36  | 32  | 27  | 23  | 19  | 16  |
|                | Export..58½ | 50½ | 39  | 27½ | 23½ | 23½ |
| Fergus & Elora | Import..28½ | 26½ | 22½ | 18½ | 15  | 13½ |
|                | Export..50  | 44  | 38  | 28  | 24  | 24  |
| Wingham ....   | Import..36  | 32  | 28  | 23½ | 19  | 16  |
|                | Export..60  | 53  | 43½ | 30½ | 26  | 26  |
| Owen Sound ..  | Import..38  | 33  | 29  | 24  | 20  | 18  |
|                | Export..60  | 53  | 44½ | 31  | 26½ | 26½ |

Cents per 100 lbs.

The import rates are governed by the import classification except where the import classification does not provide ratings for any commodities; then the Official classification applies. The export rates are governed by the Official or Canadian classification, classes one to five, and by the Canadian classification, class six.

These rates include practically the same transfer service from vessel to car, or vice versa, in Montreal.

It is not the intention to urge either reductions in the export rates or advances in the import rates. The figures are submitted to substantiate the statement that discrepancies exist, and for the purpose of opening up a discussion of this phase of rate making that may be followed by an adjustment that will result to Canadians in the greatest good to the greatest number, while, at the same time, protecting the revenues of the railway companies.

The policy of the railways (state owned or otherwise), in Germany, France and Italy—there is also a current working in the same direction in the United States—is to throw every possible encouragement in the way of railway rates to the manufacturers who desire to export their surplus products to foreign markets. The preferential rates of the German and French railways (state owned or controlled), have been the source of some concern to the British manufacturers who, along with the Canadian manufacturers, have to contend in their home markets with railway policies which seem to be wanting in sympathy and soundness.

This article is prompted by the approach of the opening of Montreal navigation, when the question of import and export rates must come up for consideration. Attention is directed to the proposed hearing, before the Inter-state Commerce Commission in New York, on the 18th of May, of the question of differential export rates as between various ports, New York, Philadelphia, Baltimore, etc.

The present differential rates as applicable to United States ports, followed upon a succession of rate wars between the roads



operating to the various ports. The differential rates are the result of a conference or arbitration in the year 1882, which called forth the best talent that could be brought to bear by the railways and the interested sea ports.

The basis agreed upon placed Philadelphia on a slightly lower rate basis than New York, and Baltimore on a still slightly lower basis than Philadelphia, from the same Western shipping points, Chicago, etc.

It is not necessary to consider whether the application of Philadelphia rates, the rates basis applied to Montreal, on export traffic from the United States was authorized in this conference or subsequently thereto. The question is, is the Philadelphia basis the correct one, considering mileages and the disadvantages of the Montreal, as compared with New York, Philadelphia, Baltimore and other ports? It is possible that a consideration of distances to these various ports would give the port of Montreal, from the North Western States at least, if not from the states of Michigan and Wisconsin, a somewhat greater advantage over the port of New York than the Philadelphia differential rates. The railway companies should examine this matter, as it interests them quite as much as the port of Montreal. A careful investigation should be instituted and full representations made, when the occasion arises, as it likely will soon arise, for the re-adjustment of these export differential rates.

This article is also intended to point out, that in addition to the disadvantages to the Ontario producers and manufacturers, with respect to export, as compared with import rates, they do not receive in the present rates the benefit of a system of export rates justly related to the advantages of the Canadian summer port of export (Montreal).

It is stated above that the east and west bound rates between Chicago and New York are the same. They are also practically the same between those points east of the Mississippi River and north of the Ohio River which are scaled to take a percentage more or less than the east or west bound Chicago-New York rates according to the location east or west of Chicago of the particular point considered.

The following comparative figures show the mileages from certain Canadian and United States points and the percentage scale applicable thereto in connection with the east bound rates from Chicago to New York and the rates from these percentage points to New York, Philadelphia and Baltimore:

| From            | x per cent. | To     | Miles | RATES<br>Classes in cents per 100 lbs. |      |      |      |      |      |
|-----------------|-------------|--------|-------|----------------------------------------|------|------|------|------|------|
|                 |             |        |       | 1                                      | 2    | 3    | 4    | 5    | 6    |
| Detroit.....78  |             | N. Y.  | 646   | 58.5                                   | 50.5 | 39   | 27.5 | 23.5 | 19.5 |
|                 |             | Phila. | 675   | 56.5                                   | 48.5 | 37   | 25.5 | 21.5 | 17.5 |
|                 |             | Balt.  | 632   | 55.5                                   | 47.5 | 36   | 24.5 | 20.5 | 16.5 |
| Toledo.....78   |             | N. Y.  | 706   | 58.5                                   | 50.5 | 39   | 27.5 | 23.5 | 19.5 |
|                 |             | Phila. | 615   | 56.5                                   | 48.5 | 37   | 25.5 | 21.5 | 17.5 |
|                 |             | Balt.  | 595   | 55.5                                   | 47.5 | 36   | 24.5 | 20.5 | 16.5 |
| Cleveland.. 71  |             | N. Y.  | 593   | 53                                     | 46   | 35.5 | 25   | 21.5 | 17.5 |
|                 |             | Phila. | 504   | 51                                     | 44   | 33.5 | 23   | 19.5 | 15.5 |
|                 |             | Balt.  | 484   | 50                                     | 43   | 32.5 | 22   | 18.5 | 14.5 |
| †Warren....67   |             | N. Y.  | 610   | 50                                     | 44   | 34   | 23   | 20   | 17   |
|                 |             | Phila. | 625   | 48                                     | 42   | 32   | 21   | 18   | 15   |
|                 |             | Balt.  | 609   | 47                                     | 41   | 31   | 20   | 17   | 14   |
| †Ashtabula..67  |             | N. Y.  | 570   | 50                                     | 44   | 34   | 23   | 20   | 17   |
|                 |             | Phila. | 545   | 48                                     | 42   | 32   | 21   | 18   | 15   |
|                 |             | Balt.  | 525   | 47                                     | 41   | 31   | 20   | 17   | 14   |
| †Painesville,67 |             | N. Y.  | 600   | 50                                     | 44   | 34   | 23   | 20   | 17   |
|                 |             | Phila. | 572   | 48                                     | 42   | 32   | 21   | 18   | 15   |
|                 |             | Balt.  | 550   | 47                                     | 41   | 31   | 20   | 17   | 14   |
| †Erie.....60    |             | N. Y.  | 530   | 45                                     | 39   | 30   | 21   | 18   | 15   |
|                 |             | Phila. | 606   | 43                                     | 37   | 28   | 19   | 16   | 13   |
|                 |             | Balt.  | 584   | 42                                     | 36   | 27   | 18   | 15   | 12   |
| †Meadville..60  |             | N. Y.  | 548   | 45                                     | 39   | 30   | 21   | 18   | 15   |
|                 |             | Phila. | 556   | 43                                     | 37   | 28   | 19   | 16   | 13   |
|                 |             | Balt.  | 533   | 42                                     | 36   | 27   | 18   | 15   | 12   |
| Buffalo.....52  |             | N. Y.  | 410   |                                        |      |      |      |      |      |
|                 |             | Phila. | 416   | 39                                     | 33   | 28   | 19   | 16   | 13   |
|                 |             | Balt.  | 396   |                                        |      |      |      |      |      |
| Chatham....78   |             | N. Y.  | 596   |                                        |      |      |      |      |      |
|                 |             | Phila. | 601   | 58.5                                   | 50.5 | 39   | 27.5 | 23.5 | 19.5 |
|                 |             | Balt.  | 581   |                                        |      |      |      |      |      |

|                |        |     |      |      |    |      |      |      |  |
|----------------|--------|-----|------|------|----|------|------|------|--|
| London.....78  | N. Y.  | 549 |      |      |    |      |      |      |  |
|                | Phila. | 585 | 58.5 | 50.5 | 39 | 27.5 | 23.5 | 19.5 |  |
|                | Balt.  | 535 |      |      |    |      |      |      |  |
| Galt.....78    | N. Y.  | 516 |      |      |    |      |      |      |  |
|                | Phila. | 514 | 58.5 | 50.5 | 39 | 27.5 | 23.5 | 19.5 |  |
|                | Balt.  | 492 |      |      |    |      |      |      |  |
| Hamilton....78 | N. Y.  | 471 |      |      |    |      |      |      |  |
|                | Phila. | 479 | 58.5 | 50.5 | 39 | 27.5 | 23.5 | 19.5 |  |
|                | Balt.  | 457 |      |      |    |      |      |      |  |
| Toronto.....78 | N. Y.  | 510 |      |      |    |      |      |      |  |
|                | Phila. | 518 | 58.5 | 50.5 | 39 | 27.5 | 23.5 | 19.5 |  |
|                | Balt.  | 496 |      |      |    |      |      |      |  |
| Peterboro...78 | N. Y.  | 586 |      |      |    |      |      |      |  |
|                | Phila. | 594 | 58.5 | 50.5 | 39 | 27.5 | 23.5 | 19.5 |  |
|                | Balt.  | 572 |      |      |    |      |      |      |  |

× This refers to the percentage rates that the points indicated take to New York of the rates from Chicago to New York which (Chicago-New York rates) are known as 100% rates.

† Rates are approximates.

The 78 per cent. basis of rates applies from Canadian points east of St. Clair and Detroit Rivers, lying south of, and including, the main lines of the Grand Trunk and Canadian Pacific railways in Southern Ontario to, and including, Sharbot Lake (C. P. R.) and Kingston (G. T. R.). The New York rates are applied from this Canadian territory to Philadelphia and Baltimore, while from the United States points (except Buffalo) mentioned above and other points in their vicinities, taking a similar basis of rates, there is the difference indicated between the rates to New York, Philadelphia and Baltimore: Philadelphia being lower than New York and Baltimore being still lower than Philadelphia.

It can be seen at a glance just what rates are in force from the Canadian and United States points mentioned and how these rates compare, mileage considered, with the rates from United States points, Cleveland, etc.

On west bound business the Canadian roads, which do not apply the United States differential basis east bound, accept traffic from Philadelphia and Baltimore for points between the Niagara, Detroit and St. Clair frontiers upon the following differential basis of rates:

To London, St. Thomas and points intermediate thereto:

From New York:

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 57 | 49 | 38 | 27 | 23 | 19 | cents   |

From Philadelphia—

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 53 | 47 | 37 | 25 | 21 | 18 | cents   |

From Baltimore—

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 51 | 43 | 36 | 24 | 20 | 16 | cents   |

Governed by official classification.

To Windsor and points intermediate thereto (exclusive of St. Thomas, London and East):

From New York—

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 59 | 51 | 39 | 27 | 23 | 20 | cents   |

From Philadelphia—

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 53 | 45 | 37 | 25 | 21 | 18 | cents   |

From Baltimore—

| 1  | 2  | 3  | 4  | 5  | 6  | classes |
|----|----|----|----|----|----|---------|
| 51 | 43 | 36 | 24 | 20 | 17 | cents   |

Governed by official classification

These rates are what are known as the 76D (London, etc.) and 78D (Windsor, etc.) bases.

The west bound rates to these Ontario points, too, are hardly scaled upon the proper percentage basis when points like Meadville, Painesville, Ashtabula and Erie are taken into consideration.

These discrepancies can be controlled by Canadian lines. They are comparatively of small moment. What is more important to our shippers, to our Canadian port of Montreal and to the



steamship companies operating from Montreal, is the question as to what differential on strictly Canadian export business, Montreal is entitled to as compared with New York, Philadelphia, Baltimore and other ports.

During the season of Montreal navigation from those points in Western Ontario which are accessible to the Michigan Central or Wabash, or to the smaller railways working directly with them, like the Toronto, Hamilton and Buffalo Ry., Lake Erie and Detroit River Railway (Pere Marquette), and the Tilsonburg, Lake Erie and Pacific Ry. the Montreal export basis of rates is applied to New York, Philadelphia, Baltimore for export by the various lines interested, including the Grand Trunk and the Canadian Pacific railways; also by the Grand Trunk to Portland for export, and by the Canadian Pacific Railway to Boston and Quebec for export.

The Montreal export rates from Western Ontario at present are a combination of the domestic rates to Montreal and the rates to New York, that is, the lower class rates are taken from the Montreal or New York schedules and the Official and Canadian classifications applied thereto.

To illustrate, the domestic rates from London to Montreal, subject to the Canadian classification, are—

| 1  | 2  | 3  | 4  | 5  | classes |
|----|----|----|----|----|---------|
| 56 | 49 | 42 | 35 | 28 | cents   |

From London to New York (official classification):

| 1   | 2   | 3  | 4   | 5   | classes |
|-----|-----|----|-----|-----|---------|
| 58½ | 50½ | 39 | 27½ | 23½ | cents   |

The Montreal export rates would be:

| 1  | 2  | 3  | 4   | 5   | classes |
|----|----|----|-----|-----|---------|
| 56 | 49 | 39 | 27½ | 23½ | cents   |

The distance from London to New York is 549 miles; Montreal, 447 miles.

From Chatham to Montreal the domestic rates (Canadian classification) are:

| 1  | 2  | 3  | 4  | 5  | classes |
|----|----|----|----|----|---------|
| 60 | 53 | 45 | 38 | 30 | cents   |

To New York (official classification):

| 1   | 2   | 3  | 4   | 5   | classes |
|-----|-----|----|-----|-----|---------|
| 58½ | 50½ | 39 | 27½ | 23½ | cents   |

The Chatham rates to Montreal for export would be:

| 1   | 2   | 3  | 4   | 5   | classes |
|-----|-----|----|-----|-----|---------|
| 58½ | 50½ | 39 | 27½ | 23½ | cents   |

The distance from Chatham to Montreal is 508 miles; to New York, 591 miles.

These figures indicate two things: First, that the rates between Canadian points are higher per mile than the rates from Canadian points to United States points; and second, that the port of Montreal is not given the advantage of its closer proximity to these Canadian shipping points that it is entitled to.

London and Chatham are merely two of the Western Ontario shipping points from which apply these unequal rates—from Galt to Montreal, a distance of 396 miles, the export rates are:

| 1  | 2  | 3  | 4   | 5   | classes |
|----|----|----|-----|-----|---------|
| 50 | 44 | 38 | 27½ | 23½ | cents   |

as compared with Galt to New York, 506 miles (subject to official classification):

| 1   | 2   | 3  | 4   | 5   | classes |
|-----|-----|----|-----|-----|---------|
| 58½ | 50½ | 39 | 27½ | 23½ | cents   |

North of the Grand Trunk main line, from such points as Fergus, Owen Sound and Wingham, the rates to Montreal for export, as compared with New York for export, are as follow:

Fergus to Montreal—

| 1  | 2  | 3  | 4  | 5  | classes |
|----|----|----|----|----|---------|
| 50 | 44 | 38 | 28 | 24 | cents   |

New York (official classification)—

| 1  | 2  | 3  | 4  | 5  | classes |
|----|----|----|----|----|---------|
| 60 | 52 | 40 | 28 | 24 | cents   |

From Owen Sound to Montreal the export rates are:

| 1  | 2  | 3   | 4  | 5   | classes |
|----|----|-----|----|-----|---------|
| 60 | 53 | 44½ | 31 | 26½ | cents   |

New York (official classification)—

| 1   | 2  | 3   | 4  | 5   | classes |
|-----|----|-----|----|-----|---------|
| 66½ | 58 | 44½ | 31 | 26½ | cents   |

From Wingham to Montreal for export:

| 1  | 2  | 3   | 4   | 5  | classes |
|----|----|-----|-----|----|---------|
| 60 | 53 | 43½ | 30½ | 26 | cents   |

New York (official classification)—

| 1  | 2   | 3   | 5   | 4  | classes |
|----|-----|-----|-----|----|---------|
| 65 | 56½ | 43½ | 30½ | 26 | cents   |

† Subject to Canadian Joint Freight or Official Classification, whichever is lower.

These comparisons show the discrepancies between the New York and Montreal rates. Our public and other prominent men, as often as they have had the opportunity of referring to the export trade of this country, have enlarged upon the importance to Canada of Canadian export trade going through Canadian ports.

Three reasons have been urged: First, the development of the Canadian ports of export; second, the good impression which is created by confining as much as possible the volume of Canadian export trade to Canadian ports; and third, the fact that Canadian exports through United States ports are not always credited to Canada.

Sir William Mulock, in addressing his constituents a year or more ago, referred to the impression made by the yellow Tiber upon the sea, where the flow of its waters could be traced for miles into the Mediterranean, as compared with the many small streams which make no impression upon the ocean, to emphasize the importance of Canadian trade flowing out into its foreign destinations, not in small volumes, through a variety of home and foreign estuaries, but in large volumes, through well defined Canadian outlets.

Of the responsibilities falling upon the Board of Railway Commissioners, none is more important than that of conserving Canadian interests through these export and import rates. A variety of tariffs will undoubtedly be submitted when the proper moment arrives. The bulk of these may be filed without inspection, pending complaints of discrimination from parties who are, or who feel they are, aggrieved. But such tariffs as these export tariffs which, the figures quoted above will show, discriminate, not against individuals but against communities and a province, require careful consideration.

## DOMINION EXHIBITION

It is gratifying to note the deep interest which manufacturers generally are taking in the Dominion Exhibition to be held this year at Winnipeg. Judging from the number of applications for space that have been received, its success, from the "Made in Canada" standpoint, already seems to be assured. Two large buildings, each 400 x 80 ft., have been erected for the exclusive display of goods of this kind, and it now seems as though they would be taxed to the utmost to accommodate all the manufacturers who have expressed a desire to exhibit.

Arrangements have been made whereby the freight on all exhibits, if goods are returned without change of ownership, is paid by the Exhibition Association out of the grant received from the Dominion Government. Exhibitors also have the privilege of returning their displays to either the Toronto, Ottawa or London fairs, and from these points they will be returned to the original point of shipment at one-half the regular tariff.



## THE TRADE MARK AND DESIGN ACT

At a recent meeting of the Parliamentary Committee, attention was directed to the very unsatisfactory nature of the present Trade Mark and Design Act. A number of the objectionable features were commented on, the principal one being the inadequacy of the protection afforded the author of a registered design. It was thought that the existing law was not broad enough in its application, for as it now stood there was nothing to prevent a person copying a registered design, providing he first modified it in some slight respect, however unimportant.

Other matters were touched upon, such as the length of time a person might use a design before having the same registered, etc., but the whole question became so complicated that it was thought unwise to continue the discussion until the fullest expression of opinion had been obtained from the different trades affected. INDUSTRIAL CANADA, therefore, invites every member of the Association who may be interested in the matter to give the committee the benefit of his views.

The following are some of the defects and amendments to which attention has already been drawn, and possibly they may prove helpful as affording a basis for criticism and suggestion.

### 1.—DEFINITION OF "DESIGN"

The Act contains no definition of what is meant by the word "design." We suggest that an additional section, number 39, be added to read as follows:

"Wherever it occurs in this Act the word 'design' means any design applicable to any article of manufacture, or to any substance, artificial or natural or partly artificial and partly natural, whether the design is applicable for the pattern or for the shape or configuration or for the ornament thereof, or for any two or more of such purposes and by whatever means it is applicable, whether by printing, painting, embroidering, weaving, sewing, modelling, casting, embossing, engraving, staining or any other means whatever, manual or mechanical, or chemical, separate or combined."

The above is taken from the British Act.

### 2.—TIME ALLOWED BEFORE REGISTRATION

It ought to be possible for a person to make use of his or her design for a reasonable time before registering the same.

Section 24 might be well amended by providing that "Every design in order to be protected shall be registered within one year after publication thereof."

### 3.—AUTHORS' RIGHTS

No person can register a design who is not author of it, or has not acquired it from the author for a good and valuable consideration. This forbids a Canadian manufacturer to register a design which is in use in another country, or a design though original with the applicant may have been in use some years before. We would suggest that another clause be added to Section 25, to read as follows:

"The right of an author of a design or of the person for whom the author executed the design, shall not be defeated by proof that the design had been used by others more than two years before his application to register the same unless the design has been already registered."

### 4.—LENGTH OF TERM

Section 29 provides that the registration shall be valid for a term of five years and ten years. This might be extended to twenty years.

### 5.—PENALTY TO BE IMPOSED

It is not clear in Section 31 whether the penalty is to be imposed for each offence. No allowance appears to be made for repeated violations of the Act. Moreover a magistrate's court is unsuitable for the trial of such matters. We would suggest therefore that Section 31 be amended to read as follows:

"And every person who violates the provisions of this Section shall be liable for every offence to forfeit a sum not exceeding one hundred and twenty dollars and not less than twenty dollars to the registered proprietor of the design, who may recover such sum as a simple contract debt by action in any court of competent jurisdiction, provided that the total sum forfeited by any one person in respect of a design shall not exceed three hundred dollars."

The above clause is taken from the British Act.

Doubtless there are other points which will suggest themselves to our members, and, if so, the committee especially desires to hear of them. If they are to bring this matter to the attention of the Government, they wish to present as strong a case as possible, and this can only be done through the co-operation of all the trades interested.

## THE MANUFACTURERS OF CANADA



I.—GEORGE E. DRUMMOND.

George Edward Drummond, President of the Canadian Manufacturers' Association, was born in Ireland and received his early education in Montreal. In 1881, in conjunction with J. T. McCall, he founded the well-known firm of Drummond, McCall & Co., for the purpose of importing British and foreign heavy iron and steel. Six years later, in company with his brothers, he began the manufacture of pig-iron, and so marked has been his success ever since that, his various enterprises now furnish employment for more than fifteen hundred workmen. Among the more important companies which he has been instrumental in establishing are the Canada Iron Furnace Co., operating blast furnaces at Radnor, P.Q., and Midland, Ont., the Montreal Pipe Foundry Co., whose works are at Three Rivers, P.Q., and Londonderry, N.S., the Canadian Iron and Foundry Co., with car wheel plants at Hamilton, Ont., and St. Thomas, Ont., the Londonderry Iron and Mining Co., and the Radnor Water Co.

Mr. Drummond is regarded as one of the pioneers of the iron industry in Canada, and is also looked upon as one of the most enthusiastic of our younger business men. He was elected to the Presidency of the Canadian Manufacturers' Association in September, 1903. He is also President of the Montreal Board of Trade.

The Western Implement Mfg. Co. of Winnipeg have outgrown their present premises, and are erecting a ten-story building 60x120 ft. adjoining the C. N. R. railroad in Fort Rouge.

Between 1,700 and 1,800 hands are now employed at the works of the International Harvester Co., in Hamilton, and it is expected that next year will see another 1,000 names added to the pay roll.



# ★ Scientific Notes ★

## INDUSTRIAL ELECTROCHEMISTRY

**T**HIRTY years ago there did not exist any electrochemical industries in the world, with the single exceptions of electroplating and primary battery manufacture. The development of such industries had been retarded by the enormous cost of the electric power necessary, amounting frequently to more than twenty-five per cent of the total cost of operation.

Even the mechanical applications of electric power are of recent date. The primary battery, which up to recent times, was the sole source of power, was of too expensive construction and operation, to make its use economical. But with the invention of the dynamo, the application of electric power for lighting, traction, and power purposes advanced rapidly. The chemical applications of electric energy have followed more slowly.

Chemical effects may be produced by means of electrical energy in various ways. In the first place, the electrical energy may be changed into heat, which is then consumed in producing the desired chemical effect. In the second place electrical energy may be changed into chemical energy directly by electrolysis. Thirdly, both processes may be combined. Fourthly a chemical effect may be produced by passing an electric discharge through gases. All four processes are to-day utilized in industry.

The first process, known as the furnace process, is employed in the manufacture of calcium carbide. The electrical energy is here converted into chemical energy, which remains stored in the carbide. As long as the carbide is separated from water, the energy remains stored in it. The energy is utilized in the generation of acetylene from the carbide and water, and the acetylene is used for lighting.

The first electric furnaces were designed to secure as high temperatures as possible. The result was the foundation of entirely new industries, because new substances were produced. Examples are to be found in the calcium carbide, carborundum and artificial graphite industries. Latterly, designers of furnaces have been experimenting in the direction of regulating temperatures and thus producing a number of products from a single component mixture. Thus from a mixture of silica and carbon, by changing temperature conditions, any one of the following substances can be produced:—Carborundum, "white stuff," graphite, silicon, siloxicon.

The second process, mentioned above, is employed in the manufacture of aluminum. The aluminum is deposited from a solution of alumina in a bath of fluorides, where an internal heating system provides the requisite temperature for the reaction. The extreme cheapness of the manufacture by this process is indicated by the fact that the price of aluminum per kilogram has been reduced from \$2.50 in 1855 to 50 cents now.

The third or electrolytic process is highly important. The first condition to be fulfilled for the successful working of the electrolytic process on an industrial scale is to begin with pure solutions and to maintain them pure during electrolysis. In many cases in which a process looked promising from the experiments made on a small scale in the laboratory, it turned out to be afterwards a failure on a large scale, because the electrolyte soon became impure and its purification required expense and the overcoming of difficulties, which had not been expected in advance.

The principal industry in which the electrolytic process is employed is the caustic soda and bleaching powder industry. Means have been found to overcome the difficulties referred to in the preceding paragraph so that the new electrochemical method has superseded the old chemical method of manufacture.

Of immense industrial importance is the electrorefining industry. Gold, silver, lead and copper are now refined in great quantities by means of electrolysis.

The class of processes in which chemical effects are produced by discharges through gases is the youngest in the development of industrial electrochemistry. The best-known use of this process for commercial purposes is to be found in the production of ozone from air, and the subsequent use of ozone for sterilizing water.

The great goal before the chemist-electrician is to provide a primary battery, which shall be cheap and effective. The use of zinc as the main constituent is out of the question, and the substitution of carbon for zinc has not yet been successfully carried out. At present, coal is burnt in furnaces, the heat carried to boilers, steam produced, and engines and dynamos run to produce electric energy. The problem is simply to discover a direct means of transforming the carbon into electric energy and to do away with the roundabout method of production. The advantages, industrially, of such a battery, will be enormous.

## NEW POSSIBILITIES IN OZONE

To an English engineer named Elworth belongs the credit for the discovery of a new method of manufacturing ozone. It consists in forcing atmospheric air into an especially prepared apparatus by means of an air pump. To this there is introduced an electric alternating current of 130 volts in 3 amperes, changed through a transformer to 1,100 volts. Ozone is engendered through electric discharge in the apparatus. The compressed air, highly ozonized, is then forced through an ingenious system of pipes and escapes to the place and object intended to be treated.

The apparatus is said to work quietly and without interruption. It takes up but little room, and can be operated wherever an alternating electric current is available.

Heretofore, ozone has been used only to a very limited extent for commercial purposes owing to its costliness. In fact this has been so great that it has been sufficient to discourage any investigations as to the practical applications which might be made of ozone. But now that a decided reduction in its price has been effected by means of this invention, its useful properties are likely to become much more widely known. Its peculiar oxydizing powers will make it a valuable means of supplying oxygen to closed rooms, theatres, work shops, etc. Already it is being used for purifying water and sewage, for bleaching leather, and for treating oils, and doubtless other ways in which it can be successfully applied to industrial processes will shortly be disclosed.

## ALKALI IN THE WEST

The alkali water scourge, so prevalent throughout our prairie provinces, has become one of the most serious problems which the user of steam power in the West is called upon to face. Some idea of the immensity of the proportions which this difficulty has assumed can perhaps best be obtained from a consideration of the case of the Canadian Pacific Railway. It is stated on good authority that since last fall this Company alone has spent close on to \$350,000 in fighting the evil on that section of their line between Winnipeg and Moose Jaw. In British Columbia, where an almost pure supply of water is obtainable, a locomotive can be run from three to four years without having to be overhauled, but on the section above mentioned seven months seems to be the maximum. At the end of that time its tubes have to be removed.

At first it was thought that the boiler-making was at fault, and with a view to settling this point locomotives were ordered from Scotch, United States and Canadian manufacturers, but all proved equally unable to withstand the effects of the alkali. In every instance the precipitate resulting from the heating of the water caused the tubes to burst. It has therefore become necessary to eliminate the primary cause of the trouble, and the Company are now erecting water-softening plants at different points along their line. These will be operated on the principle of the lime-softening process, used so successfully by the Winnipeg waterworks.



# Industrial Activities O F T H E M O N T H



*Contributions of interesting news items are invited*

THE Western Implement Manufacturers of Winnipeg have found it necessary to add to their plant, and are now erecting a new building, 60 x 120 ft., two stories high.

The new 1,500 horse-power plant of the C.P.R., at Fort William, is nearing completion. It will furnish power for the operation of all the elevators there, and will also be used to light the entire yards. The total cost will be about \$500,000.

The bonds of the Southwestern Radial Railway, of which Mr. A. E. Welch, London, is the managing director, have at length been successfully floated, and it is expected that work will begin almost immediately. During the present year the line will be pushed through from London to Port Stanley on the South and Delaware on the West, and thereafter in blocks of not less than thirty miles per year until the road is finished.

The C.P.R. have placed orders for twenty-one "Made in Canada" locomotives. Eleven will be built by the Kingston Locomotive Works, and ten by the American Locomotive Co., at Longue Pointe. They are to be freight engines of the consolidated type, and will cost approximately \$500,000.

It is reported that the Singer Manufacturing Co., of Elizabeth, N. J., will build an extensive plant at St. John, N. B., for the manufacture of sewing machines for the Canadian trade.

The Ontario Pipe Line Co., with a capital of \$500,000, has been organized to exploit the gas and oil fields situated near Beamsville, Ont. Their General Superintendent, Mr. Charles F. Roland, states that they will supply St. Catharines and other neighboring centres with natural gas at 60 and 40 cents per thousand feet respectively for illuminating and fuel purposes.

The Dominion Carpet Factory, at Sherbrooke, Que., which has been idle for some months past, has been taken over by a \$150,000 company of United States capitalists. Mr. H. A. Moore, of Worcester, Mass., is the manager of the new concern, which will make a specialty of Brussels and Wilton carpets.

Lactomen is the name of a new article to be manufactured by the Milk Products Co., who are about to build a factory at Brownsville, Ont. This substance, in the form of a crystalline powder, is nothing more than ordinary fresh milk from which all water has been eliminated.

A box and basket factory is shortly to be started in Strathroy, Ont., by Andrew Thompson of that town.

The Riordon Paper Co. resumed operations at their sulphite mill at Hawkesbury on April 11th.

Mr. Valentine, at Point Levis, Que., formerly superintendent of the J. B. Blouin Works, has purchased the Raehr Shoe Factory at Waterloo, Ont., and is installing a large amount of new machinery.

One of the largest plants in Ontario for the preserving of fruits and vegetables is soon to be erected at Picton by the Old Homestead Canning Co.

The Imperial Paper Mills, of Sturgeon Falls, Ont., whose present capacity is 50 tons of pulp and paper per day, will greatly enlarge their plant this summer by the erection of a sulphite mill, for the manufacture of sulphite pulp. Their winter cut of spruce amounted to 15,000 cords.

The Northern Elevator Co., of Winnipeg, have announced their intention to build a large modern flour mill there this year, with a capacity of 2,500 barrels. Mr. Geo. A. Crowe is the General Manager.

The St. Maurice Valley Railway Co. are seeking incorporation to construct a line of railroad, starting from Three Rivers and running along the valley of the St. Maurice, passing through Shawinigan Falls, Grande Mere and several other undeveloped water powers. With transportation facilities provided, it is expected this district will develop into an important manufacturing centre.

C. Dignard & Co. have taken possession of their fine new biscuit factory on Delorimier Ave., Montreal. They will employ about 80 hands, and their daily consumption of flour will be close on to 70 barrels.

The Oriental Power and Pulp Co. will commence the erection of a pulp mill at Swanson Bay, B. C., this spring, to cost approximately \$1,000,000.

Mr. C. J. Milligan and others, of St. John, N.B., have become incorporated under the name of the New Brunswick Publishing Co., Limited, with a capital stock of \$95,000, for the purpose of publishing newspapers in St. John and other places.

A new boot and shoe factory has recently been started in Montreal by Mr. Walter Smardon, formerly with Messrs. J. & T. Bell.

An important pulp concession has been granted by the Ontario Government to the Dryden Board Mills Co., Limited, of which Mr. T. A. Gordon, of Alvinston, Ont., is President. The company are to invest \$200,000 in the erection and equipment of a plant at Dryden, and work is to be commenced within six months.

A company is being organized in Galt, Ont., for the manufacture of metal decorations for offices and stores. Hugh McCulloch, A. R. Goldie and other local men are among the provisional directors. Their corporate name will likely be the Galt Art Metal Co.

The Frontenac Cereal Co., of Kingston, are planning to erect a \$250,000 mill at Vancouver this year, in order to take care of their trade in Western Canada and in the Orient. They will provide employment for at least 150 men.

Sydney, N. S., is to have a new industry, to be called "The Cape Breton Iron and Steel Co., Limited." A provisional charter has been obtained, and their nominal capital is placed at \$250,000. The board of directors are almost exclusively Sydney men, with Mr. K. J. Morrison at their head as President and General Manager. They will engage in the manufacture of iron, steel and brass castings, will operate machine, forge and boiler shops, and will make a specialty of marine work.

The wood-working plant of Chappell Bros. & Co., at Glace Bay, N.S., has recently been greatly enlarged, and a number of new machines made by J. Ballantyne & Co. of Galt are now being installed.

The Standard Paint and Varnish Co. are arranging to build and equip a new factory at Windsor, Ont., to cost \$40,000.

The plant of The James Cooper Manufacturing Company of Montreal has been taken over by a number of United States capitalists, and the business will hereafter be carried on under the name of The Canadian Engineering Co., Limited. It is understood that the consideration was \$200,000.

The Frost Wire Company have decided to remove from Welland to Hamilton, and are now erecting a two-story brick factory, 150 x 80 ft., on Sherman Avenue.



The Ottawa Citizen Company, Limited, has just completed a new six story fireproof building, which is one of the finest newspaper buildings in Canada. It is a very handsome and imposing structure and a credit to the Canadian Capital. The Citizen Company has also installed a new three deck Hoe press, with a capacity of 24,000 papers per hour.

The Paterson Manufacturing Co., Limited, of Toronto and Montreal, have recently purchased a large piece of property in the latter city, upon which they will immediately erect a modern factory for the manufacture of their well-known Building Paper, Roofing Felts and Wire Edged Ready Roofing. Their new factory will be the largest and best equipped in Canada.

The new rectifiers put in by the Standard Chemical Co. at their Longford Works, for making "Columnian spirits," has proved a success. The new grade has been widely asked for, and orders now exceed the supply. The company contemplate the erection of an exclusive French patented apparatus at their Cookshire Works, to cover export trade in highly refined wood alcohol.

It is probable that the Canada Spice and Grocery Co. will soon have to build themselves new premises, as their present facilities are altogether inadequate to the requirements of their growing trade. It is understood they are now considering plans for a four-story and basement building, to be built either on King or York streets, Toronto.

The L. McBrine Co., Limited, have completed the erection of a large three-story factory at Berlin, Ont., and have now become settled in their new quarters. They manufacture trunks, valises and sample cases of all kinds.

Mr. Geo. W. Armstrong, President of the London Brass Works Co., was in Toronto about the middle of April and favored the Association with a call. He reported a most satisfactory season's business.

The Rock City Tobacco Co., of Quebec, have added a cigarette plant to their already large industry. For that purpose the company has built a wing to their main building, 70 x 40 ft., five stories high, and have increased their capital by \$100,000.

The Pure Gold Manufacturing Co., of Toronto, have built an addition of two stories to their factory for a jam and preserve plant, and will hereafter use the old building for sauces only. Their experience has gone to prove that the public will pay for pure goods if the storekeeper will only give them a chance to procure them.

The Chas. Rogers & Sons Co., Limited, have added several new machines to their plant, and are now building another story to their factory.

Baird Bros., whose factory at Plattsville was destroyed by fire some time ago, have decided to rebuild on the same site.

A \$150,000 company, consisting chiefly of hotel keepers of the Midland district, has taken over the premises and business of the Port Hope Brewing and Malting Co.

Floods did considerable damage to a number of the industries located at Tweed, Ont., early in April.

The Canso Cold Storage Co., Limited, with a capital of \$100,000, will erect a mammoth freezing plant at Canso for the purpose of supplying bait to the Nova Scotia and Gloucester fishing fleets.

The Port Arthur Board of Trade is urging upon the Dominion Government the necessity of providing an ice-breaker at the head of the lakes, in order to accelerate the opening of navigation. It is pointed out that from two to three weeks' valuable time could be gained if this were done.

The Frost and Wood Co. expect to close up their Oshawa factory about July 1st and will concentrate their entire plant at Smith's Falls. Anyone wishing to avail themselves of the desirable factory premises at Oshawa should communicate with the Head Office of the company.

## SCIENTIFIC INSURANCE

THE recent disastrous conflagration has focussed the attention of the members of the Canadian Manufacturers' Association and other large insurers on all details connected with the insurance problem. We desire to call attention to one very important consideration that arises in connection with the same, and one which, we believe, has received too little thought in the past.

The company that has annually to expend large sums of money in fire insurance premiums should do so with the same exactitude that it incurs other expenditures. It should ascertain, in the first instance, exactly, dollar for dollar, what it is necessary or desirable to protect, and, in the event of fire, be in a position to furnish evidence, dollar for dollar, without loss of time, as to property destroyed. In the case of fluctuating assets, *i.e.*, stock, the same degree of exactitude is not possible; in the case of permanent assets, *i.e.*, buildings and plant, absolute exactitude is not only possible, but should be considered necessary. The assured should at all times keep clearly before his mind the true basis of insurance—the cost of reproduction. His aim should be to protect himself from any possible loss consequent on a fire, other than the inevitable one due to the interruption to business. From this standpoint it will be found that, generally speaking, his own records are not only inadequate, but even misleading and dangerous to his interests. A building which ten years ago cost \$10,000 would to-day cost \$15,000, and should be insured accordingly: depreciations, dictated by conservative internal policy, will appear in a company's records as reducing the value of a plant, in which the equitable insurance values have remained constant: owners have expended large sums of money in doing work for themselves, charging some to their plant account at cost, whereas from an insurance standpoint the correct commercial value of such work should be ascertained and protected.

It is necessary for the assured to obtain and secure:

(1) An accurate and economic basis on which to place and carry his insurance, distinguishing that portion of his plant on which no insurance, or partial insurance only is necessary, *e.g.*, foundations.

(2) An absolute proof of loss, fulfilling all demands that the insurer can make on the assured in event of fire, ready to hand in advance of such fire, thereby avoiding any possible loss from necessity of compromise, and reducing to a minimum the costly delays consequent on prolonged adjustments.

To effect these results he should have:

(1) Verified plans and detailed specifications of all buildings.  
(2) A complete and minutely detailed invoice on a reproductive basis of all permanent physical assets.

(3) An adequate system for the recording of all changes subsequent to the formation of the original record.

(4) A means for immediately presenting the necessary evidence as to the exact detailed values existing at the date of a fire.

The practice, which is now almost universal among large insurers in the States, of securing independent records of this nature has been coming into growing favor among Canadian plant owners, and we understand the results have been eminently satisfactory.

The *Engineering Magazine* for April contains an excellent article from the pen of Mr. D. W. Robb, of the Robb Engineering Co., Limited, entitled "The Comparative Efficiency of Internally Fired and Externally Fired Boilers." Mr. Robb has made a careful study of the results obtained from four trials of these two types of boilers, and has tabulated his observations in convenient form so as to afford an easy comparison. The conclusion arrived at is that the best showing is to be made by the internally-fired boilers. The whole article forms a valuable contribution to practical steam engineering, and will no doubt be read with interest by users of steam power generally.



# Labor Column



## THE ANTI-BOYCOTT ASSOCIATION

ONE of the most noticeable characteristics of this progressive age is the tendency to organization and concentration of effort. While it is to met with everywhere, possibly it finds its most complete expression among the Labor Unions of the United States. The steady increase and development of these federations could not but be regarded as a matter of general satisfaction so long as they confined their operations along certain beneficial lines, and to strictly legitimate objects. The elevation of the working classes, and the promotion of more cordial relations between capital and labor, is as much a matter of interest to the employer as to the employee. But with the spread of strikes and boycotts, accompanied in nearly every case by intimidation and unlawful interference, and frequently by violence, a feeling of hostility has grown up among employers of labor against Labor Unions which abetted such proceedings. That such restraints upon trade were unlawful was felt by all, but the difficulty usually lay in fixing the responsibility, and in fighting the case through the courts. The advantage to be derived from instituting test cases was quickly realized, and with a view to carrying this into effect, one hundred of the leading manufacturers of the United States met in June, 1903, and formed what is known as the American Anti-Boycott Association.

While the need for such an organization may not yet have arisen in Canada, some account of the objects and work of the United States Association may prove interesting.

They point out that as a weapon to coerce employers of labor to discharge non-union men, to surrender the management of their business, and to restrict their output, the boycott in the United States has become a most serious menace to the interest and fundamental rights of individual employers and employees, and to the industrial prosperity of the whole nation, to an extent but little appreciated by the general public. They therefore propose to use their best endeavors to provide against the boycott of any of their members, or their members' products, and also to provide against the boycott of non-union workingmen. To this end they will aid their members in securing legal protection for themselves and their employees through the courts, and hope by so doing to enlighten the public, and create a strong public sentiment against the evil. It is stipulated that the expenditure of funds in the prosecution of the boycott shall be limited to counsel, court and witness fees and incidental expenses.

While originally consisting of but 100 members, their number has since been largely added to, until they are now represented from the Atlantic to the Pacific. Membership in the Association is confidential, the name of no member being made public except by his express consent. Funds for carrying on the work of the organization are raised by charging an initiation fee of \$25, and if necessary levying six assessments per annum of one-tenth of one per cent. each upon the monthly pay-roll. The maximum cost, therefore, to a firm whose yearly pay-roll amounts to \$200,000 would be but \$100.

Up to the present time the Association has brought twelve damage suits against labor organizations, amounting in all to \$131,000. These are all Chicago cases, and are the direct result of the recent strikes that have demoralized the industrial situation in that city. Six of these suits are by non-union girl employees, who were stopped on their way to work by striking pickets and intimidated, slandered, libeled and insulted. Their legal expenses will be borne entirely by the Association. Another is brought by a painting contractor, who claims to have been driven out of business by being boycotted until he was unable to get contracts for work, simply because he would not employ union men exclusively.

The results achieved by this Association will no doubt be watched with interest by Canadian employers of labor in general, as the outcome of the suits now pending is almost sure to influence the future policy of Canadian Labor Unions.

## IMMIGRATION

THE hostile attitude which the labor unions of Canada have adopted toward immigration in general can only be a matter of regret to those who have at heart the true welfare of the nation. Just at the present time, when the needs of the country are so pronounced in the way of additional population, it should be the aim of every patriotic citizen to promote, rather than discourage, the influx of desirable workmen. It is a well-known fact that many of our enterprises are actually suffering from the scarcity of skilled labor, and if relief is to be obtained it will most naturally be found in the over-populated centres of the Mother Country.

A little over a year ago the Canadian Manufacturers' Association undertook to ascertain the actual needs of its members in this respect, and it was then found that over 11,000 additional hands were required in Canadian factories. A few months ago a second circular of enquiry addressed to the members of the Association brought forth the information that there was still room for 4,697 workingmen and women in different parts of the country. Considerable publicity was given to these facts in the British press in order that the situation in Canada might not be misrepresented. But the trades unions, actuated by selfish motives, and pretending to see in the publication of these facts an attempt to flood the labor market of Canada, have endeavored to stem the tide of immigration which the development of the country positively demands. A few weeks ago there appeared simultaneously in some four hundred of the principal newspapers of Great Britain a circular letter issued by the Trades and Labor Council of Winnipeg, in which attention was directed to the "true" situation of the Canadian labor market. The circular was full of deliberate misrepresentations, and would doubtless have done much harm to the cause of immigration in general had it not been for the prompt and vigorous protests which it called forth from the Immigration Office and from the President of the Manufacturers' Association. Among other things it stated that there were already more artisans in this country than were needed to meet the demand; that all statements to the contrary emanated from the Manufacturers' Association, an organization whose object was to create a large surplus in the labor market with a view to reducing wages, increasing the hours of work, and smashing the trade unions; that this Association was endeavoring to amend the laws regarding female and child labor so as to lengthen the hours and reduce the age limit for children.

Fortunately, the reputation of the Association is such that statements of this kind will meet with little credence on the part of the British public, though Canadians as a whole cannot but regret that the labor unions should resort to such unscrupulous methods to prevent our manufacturers from obtaining the help which they are so badly in need of. It seems altogether likely that the same plan of campaign will be adopted by the delegates whom it is the intention of the unions to send to England during the coming summer. There can be no doubt that the personal representations (and perhaps misrepresentations also) of these men will carry considerable weight in some quarters, and it is the duty of the Dominion Government to prepare to defend Canada and the comparatively prosperous conditions here against the national injury which may result from the statements of leaders of irresponsible bodies.





# Foreign Trade News



## NEW ZEALAND TARIFF

IN the January issue of INDUSTRIAL CANADA we published the text of the Preferential and Reciprocal Trade Bill passed last year by the Government of New Zealand. Since then, considerable embarrassment has been caused to New Zealand importers through the failure of Canadian shippers to comply strictly with the requirements of the Act, and we therefore desire to call attention to the following certificate, which if adhered to will facilitate the clearing of shipments.

Clause 8 of the Act reads as follows :

(a) Full duty will be payable unless every invoice (or invoices) for goods chargeable with duty under this Act shall have endorsed thereon the following declaration :—

### CERTIFICATE

I, (full name) of the firm of \_\_\_\_\_, do hereby certify that this invoice, amounting to £ \_\_\_\_\_, for goods exported to New Zealand on account of (name of person or firm to whom invoiced) is true and correct, and that the goods specified therein are bona fide the produce or manufacture of (name of the part of the British dominions in which the goods have been produced or manufactured.)

(Signature)

Dated at \_\_\_\_\_, this \_\_\_\_\_ day of \_\_\_\_\_, 190 . .

(b) All British and Foreign goods must be invoiced separately, and packed in separate packages.

(c) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

Clause 10 reads : You will note that if above instructions are not carefully carried out the onus of proof that the goods are the produce or manufacture of any part of the British dominions is on the importer.

It has since been decided by the Commissioner of Customs that the certificate above quoted may be signed by the agent, representative or attorney who ships or clears the goods at the port of export.

## CANADIAN TRADE INDEX

The impression which the Canadian Trade Index is creating abroad seems to be a decidedly favorable one, judging from the press comments which reach us from time to time. The *British Australasian*, of April 7, refers to it in most complimentary terms as a thoroughly practical and business-like publication. They are also pleased to call our Association an admirable institution.

Similarly flattering remarks have been made by exchanges in all parts of the world, but none is more gratifying than the following characteristic acknowledgment received from an English importer : "Thanks for Canadian Trade Index. Reciprocity forever. We have sent by same mail eight or nine enquiries to Canadian manufacturers for goods we deal in."

Members of the Association are congratulating themselves on the wide publicity which has been given to their business through this medium.

## OPPORTUNITIES IN ARGENTINA

In a recent issue of the *South American Journal*, there appeared an article written by Mr. John Samson, the Editor, dealing with the subject of Agricultural Implements in Argentina, in the course of which some very complimentary things were said about the excellence of Canadian farm machinery. Mr. Samson has just returned to England after an extensive trip through South

America, and has written the Association to say that he is firmly convinced that a large trade can be developed between Canada and the Argentine Republic. The South American Commercial Corporation, Ltd., of which he is the Local Director in London, has been organized with headquarters in Buenos Ayres for the purpose of acting as agents for merchants and manufacturers desiring representation in that country. Any enquiries addressed to 9 New Broad Street, London, E.C., will receive prompt attention.

## AUSTRALIA AND NEW ZEALAND NOTES

Mr. D. H. Ross, Canadian Commercial Agent for Victoria, South and West Australia, reports a strong demand among the ranchers of that territory for Canadian windmills and hand pumps. Nearly all of those at present in use were supplied by United States firms. Canadian saw mill machinery has recently been introduced into Tasmania, and Mr. Ross is of the opinion that more could be done in this line if the business were only gone after.

Apparently this field is not receiving the attention which it deserves from Canadian exporters. Mr. J. C. Larke, agent for New South Wales, Queensland and New Zealand, also comments on the seeming indifference displayed by our manufacturers, stating that up to the time of writing (March 14) he had not received any advices from Canadian firms desirous of doing business in New Zealand. He calls attention to the fact that sometimes unnecessary duties have to be paid, owing to invoices from this country not being made out properly. The duty is in every case levied upon the proper price at the factory, with ten per cent. added to cover freight charges. Invoices therefore, should plainly specify the cost at the point of production, with casing, inland freight and other transportation charges shown as additional items.

## WEST INDIAN SHIPMENTS

In Mr. Cooper's article on the West Indies, which appeared in our April issue, attention was called to the possibility of largely increasing our trade in that quarter. In this connection the following paragraph should prove interesting. It is an extract from a letter written to the Association by T. Geddes Grant, Port of Spain, Trinidad, under date of March 19th, and will perhaps serve to impress upon Canadian shippers the necessity for more prompt attention to the filling of orders, if they are to retain the trade they already possess :

"This year we have had more than usual trouble in getting supplies from Canada. I have oats in order for December, January and February shipments, and am now advised that the first instalments on account of these orders will be here on the 31st March. No Canadian flour has been received here since the latter part of January, the millers complaining that they have over sold in flour and find it hard to get wheat. This might be quite true, but all the time the New York market is supplying us without any apparent difficulty, and one at times can hardly drive away the thought, why try so hard to make a specialty of Canadian goods that are so hard to procure, when another source of supply is so near awaiting.

"The chances are that when supply does come, it will be in a rush and in such large quantities that our market will become demoralized. Other lines however are coming on, and we must possess our souls in patience. Canada however will never become the factor in our trade that she should be, till we can be assured that orders will be filled with some degree of promptness."



## FOREIGN TRADE OF FRANCE

The foreign trade returns of France for the first three months of 1904 show that the total imports for consumption during that period are \$5,004,800 less than during the corresponding period of 1903. The imports of both food products and manufactures show substantial increases, the former \$2,771,600 and the latter \$3,147,000, but these are more than offset by a decrease in the value of raw material brought into the country, amounting to \$10,923,400.

A comparison of the exports for the same two periods shows that while the increase of manufactured goods sent out of the country amounts to only \$755,800, the value of raw materials exported has been increased by \$3,910,800.

These facts would seem to indicate that France is becoming less of a manufacturing centre, and doubtless Canadian manufacturers will be quick to take advantage of any improvement in their market.

## COMMERCIAL LAWS OF FRANCE

United States Consul, A. W. Tourgée, of Bordeaux, France, urges foreign manufacturers seeking to extend their trade in that country to employ a competent legal adviser, and consult him freely on all matters of business. The commercial laws of France are very complicated, and many a matter is made the subject of legislation there which in this country would easily be settled without the aid of a lawyer. It is stated that several United States shippers have had contracts voided through failure to observe some minor regulation, so that the advice would seem to be well worth following.

## AN OPENING FOR PLOUGHS

The *Anglo-African Argus*, in its issue of April 2nd, publishes an article on the Turnwrest or Swivel Ploughs, which are in general use in South Africa. Owing to the fact that much of the land of that country requires to be irrigated, the ordinary single furrow plough has met with little favor. The superior advantages possessed by the Swivel have created an extensive demand for it, and Canadian makers of agricultural implements are recommended to investigate the subject with a view to securing a fair share of the trade.

The Swivel plough is provided with a reversible mould-board which turns under the frame, and it also has an adjustable head which can be moved from side to side by a lever. The latter feature is found to be of great advantage in ploughing steep lands, as it permits of the plough being drawn from either the right or the left side of the centre.

Efforts have been made to introduce the gang plough into the Transvaal, but so far they have met with little success. It is stated that the use of longer beams and handles would be appreciated by South African farmers.

## THE TRADE OF NEWFOUNDLAND

IN the April issue of *INDUSTRIAL CANADA*, comment was made editorially upon the remarkable expansion which Newfoundland's foreign trade had experienced during the four years ending 1902. It was there shown that the imports had increased by over 66 per cent. in that time, while the exports had increased by over 51 per cent. By far the largest part of Newfoundland's imports come from the United Kingdom, Canada and the United States, and during the year 1902 these countries divided the business almost equally among themselves, with the advantage slightly in favor of Canada.

The Customs Returns for the year ending June 30, 1903, have since come to hand, showing the importations by countries of the principal articles of consumption. An examination of these figures discloses the fact that Canada is securing a comparatively small

share of the trade in many of the lines which she is actually producing. Some of the more striking instances are illustrated by the following table:

| Article.               | IMPORTS FROM |                 |                |
|------------------------|--------------|-----------------|----------------|
|                        | Canada.      | United Kingdom. | United States. |
| Canvas .....           | \$ 7,545     | \$ 7,426        | \$ 23,441      |
| China Earthenware....  | 3,128        | 25,671          | 892            |
| Cordage .....          | 5,819        | 37,818          | 5,254          |
| Dry Goods .....        | 64,438       | 595,836         | 87,456         |
| Fancy Wares .....      | 1,064        | 12,456          | 3,727          |
| Glassware .....        | 3,783        | 15,718          | 8,579          |
| Groceries .....        | 17,019       | 39,806          | 41,540         |
| Hats and Caps.....     | 3,447        | 47,148          | 3,203          |
| Hardware .....         | 47,336       | 119,127         | 76,595         |
| Locomotives .....      | 5,192        | ..              | 183,867        |
| Beef.....              | 18,255       | ..              | 248,031        |
| Pork .....             | 35,534       | ..              | 340,625        |
| Ready-made Clothing..  | 12,044       | 140,850         | 24,452         |
| Smallwares .....       | 14,709       | 161,834         | 7,961          |
| Jams and Jellies ..... | 158          | 6,293           | 197            |
| Linseed Oil .....      | 2,781        | 19,211          | 25,324         |
| Pianos .....           | 2,089        | 5,092           | 7,295          |
| Soap .....             | 5,345        | 13,836          | 10,482         |
| Staves and Heading...  | 2,228        | ..              | 53,303         |
| Yarns .....            | 105          | 19,199          | 47             |
| *Boiler Plate .....    | 2            | 23,674          | 8,137          |
| *Lines and Twines....  | 4,683        | 16,383          | 34,292         |
| *Oil Cake .....        | 9,065        | 1,102           | 46,331         |

\*Duty free.

Doubtless in some of the above cases the transportation charges from the point of production will operate to Canada's disadvantage, but it seems more than likely that an active canvass of the field would result in a considerable increase of trade between the two countries. In other lines too, such as lumber, nails, netting, bacon and hams, flour, sugar, tea, tobacco, whiskey and jewelry, where Canada makes a somewhat better showing than in the above list, the opportunities appear to be good.

Whatever her future development may be, Newfoundland is not, at the present time, a manufacturing centre. According to the census of 1901 there were in the whole island, including saw mills and bakeries, only 299 factories, the total output of which amounted to but \$2,593,739, or an average of about \$8,675 each. These furnished irregular employment to 4,078 men. She is dependent, therefore, to a very large extent on other countries for her manufactured goods. While Canada enjoys no advantages in her market in the way of a tariff preference, still the fact cannot be overlooked that there is undoubtedly a strong party in Newfoundland who are in favor of confederation, and other things being equal, the general tendency may reasonably be expected to favor Canadian goods when compared with the products of the United States.

The tariff of Newfoundland is, on the whole, not a serious obstacle in the way of foreign trade. Her industries needing protection are so few in number that the erection of a high tariff wall would only be a drawback to the country's advancement. The tendency seems rather to be towards a reduction of the import duties. The changes foreshadowed by this year's budget speech include the placing of flour, molasses and kerosene oil on the free list, and when this is effected, 22½ per cent. of the total value of her imports will enter the country free of duty. The importations of flour last year, under a duty of 25 per cent., amounted to \$1,384,113, to which Canada contributed \$910,717 and the United States \$472,978. For her supply of molasses, Newfoundland is dependent almost entirely on the British West Indies. Of kerosene oil she imported 734,222 gals., of which 711,235 gals. came from the United States, and only 22,933 gals. from Canada.



## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies—Belgium**—A Belgium Industrial Agency desires to enter into correspondence with Canadian firms with a view to representing them in Belgium and the North of France.

**Constantinople**—A house in Constantinople, Turkey, would like to establish business relations with Canadian manufacturers seeking to develop trade in that market or to purchase Turkish exports.

**Birmingham**—An Englishman about to open a commission agent's office and warehouse in Birmingham, England, and who sends Canadian references, desires to communicate with manufacturers wishing representation in that district.

**Capetown**—A United States Commission and shipping merchant in Capetown, South Africa, desires to represent Canadian firms on a commission basis. He refers correspondents to Dun.

**Charleroi**—A merchant in Charleroi, Belgium, desires to represent Canadian manufacturers.

**Gefle**—A merchant in Gefle, Sweden, carrying on an agency business desires to communicate with Canadian firms in a position to export pork, wheat or other articles.

**Bermuda**—A gentleman for some years in the manufacturing agency business in Cincinnati, Ohio, is about to take up his residence in Hamilton, Bermuda, and desires to represent Canadian manufacturers.

**Kief**—(a) A merchant in Kief, Russia, sending several references desires to represent Canadian manufacturers.

(b) A correspondent in Kief, Russia, offers to look after the interests of export houses who wish representation in that place.

**London**—An importer in London, England, dealing in eggs, butter, poultry, game, canned goods and fruit, desires to communicate with Canadian shippers of the same. He wishes to act either as an agent or to receive goods on consignment.

**Liverpool**—A firm of shipping exporters and commission merchants in Liverpool, England, desire to represent Canadian firms.

**Melbourne**—The head of a large and well established firm of manufacturers' representatives in Melbourne, Australia, is at present on his way to Canada for the purpose of making arrangements with Canadian manufacturers to represent them in the Australian colonies. The correspondent states that the time is ripe for preferential tariffs within the Empire and that he wishes to be ready to take advantage of such a movement on the part of the Australian Government. The firm has been established five years and they are thoroughly acquainted with the trade, already possessing a good connection.

**Melbourne**—A manufacturers agent in Melbourne, Australia, desires to represent Canadian firms. Some of the articles mentioned particularly are wall paper, furs, carriages, brass goods, organs, etc.

**Mexico**—A gentleman at present in Toronto who is leaving in the near future for Mexico and Central and South America desires to act for Canadian firms.

**Sydney**—(a) A Canadian, resident in Sydney, N.S.W., and who already represents some Canadian manufacturers, desires to communicate with others who wish to place their goods on the Australian and New Zealand market. He expects that Australia will follow the course of New Zealand and grant a preferential tariff in the near future.

(b) A correspondent in Sydney, N.S.W., with a large and valuable experience is at present on his way to Canada for the purpose of making arrangements to represent manufacturers in Australia.

**Bags, Paper**—A wholesale and retail firm, established since 1864, in Georgetown, British Guiana, desires to purchase the above in quantities. They are willing to forward English, Scotch and United States references and state that terms of payment may be arranged.

**Boxboards**—A manufacturing firm using large quantities of boxboards are seeking supplies from Canadian sources.

**Brushes**—A merchant in Bombay, India, desires to communicate with manufacturers of the above, prices to be c.i.f. Bombay. He wishes to act in the capacity of representative and sends a statement of his business.

**Bungs, Disks, etc.**—A West of England house make enquiries respecting supplies of wooden bungs for barrels, wood disks to cover mineral-water bottle corks and wood boxes in the knock-down condition.

**Casein**—A firm of produce brokers in Bristol, England, ask for samples and quotations of casein suitable for paper mills.

**Chemicals, Drugs, etc.**—A firm of wholesale and retail merchants, established 1902, in Calcutta, India, desires to procure the above.

**Codfish**—A firm of wholesale fish merchants in London, England, desires to procure dried salted ling and codfish in 10 or 20 ton lots. They ask for the same in bales, casks and tin lined cases, c.i.f., London or Southampton. Several references are forwarded with the enquiry.

**Fancy Goods**—A wholesale and retail firm, established since 1864, in Georgetown, British Guiana, desires to purchase the above in quantities. They are willing to forward English, Scotch and United States references and state that terms of payment may be arranged.

**Flax**—(a) A wholesale commission merchant, established 20 years ago in Dundee, Scotland, desires to procure Canadian grown flax for the Scottish market. Business at present is done for the most part with Russia.

(b) A West of England firm who are large consumers of flax desires to get into communication with interested persons in Canada with a view to business.

**Fruits, dried**—A German firm in a position to handle large quantities of dried fruits, evaporated apples and apple products, pears, apricots, etc., desire to be placed in touch with exporters in Canada.

**Fruits and Provisions**—A firm in Northern France, is open to represent Canadian shippers of apples and other fruits, butter, preserves and potatoes, or would sell on shippers' account. Large connections and good references furnished.

**Foods**—An agent with experience in the patent food business seeks to take up the English representation of a Canadian house.

**Foodstuffs**—A London house already representing a few exporters of foodstuffs to Great Britain, is seeking a few more agencies in this line, or in articles for household purposes.

**Girders, Iron**—A firm in Constantinople, send dimensions of iron girders that are most in demand and desire to communicate with Canadian shippers that are in a position to handle the business.

**Groceries**—A London house with a number of travelers in touch with the grocery trade is seeking agencies for Canadian shippers.

**Hog Products and Provisions**—A commercial and produce agent in Christiania, Norway, desires to represent shippers of the above. He sends references.

**Instruments, Surgical**—A firm of wholesale and retail merchants, established 1902, in Calcutta, India, desires to procure the above.

**Lard and Cheese**—Enquiry is made from London respecting supplies of lard and cheese from Canada. Quotations are asked for.



**Ladders**—A firm in **Yorkshire** asks to be placed in touch with Canadian manufacturers of Extension Ladders.

**Lumber, Hardwood, Oak and Pine**—A firm in **Copenhagen, Denmark**, who are importers of the above, and have been carrying on a wholesale business since 1885, desires to purchase the same in car loads. They ask for quotations c.i.f., Copenhagen, state that payment will be made cash against documents for 85 per cent. balance when goods arrive. They send references.

**Machines, Lithographing**—A firm in **Lahore, India**, ask for price lists on Lithographing machines.

**Metal, Scrap**—An old metal merchant in **Birmingham, England**, desires to communicate with Canadian firms having scrap metal to dispose of. He particularly desires brass turnings and cuttings, tubes and old heavy brass.

**Optical Goods**—A firm of wholesale and retail merchants, established 1892, in **Calcutta, India**, desires to procure the above.

**Paints and Varnish**—A merchant in **Bombay, India**, desires to communicate with manufacturers of the above, prices c.i.f. Bombay. He wishes to act in the capacity of representative and sends a statement of his business.

**Paper**—The names of the largest paper manufacturers in Canada, especially makers of printing papers, who are in a position to ship to Valparaiso, are asked for by a gentleman now on a visit to England from South America.

**Paper, Book and Wrapping**—A wholesale and retail firm established since 1864, in **Georgetown, British Guiana**, desires to purchase the above in quantities. They are willing to forward English, Scotch and United States references and state that terms of payment may be arranged.

**Paper and Cardboard**—A firm of brokers in **Bristol, England**, established 1866, desires to represent Canadian shippers of the above.

**Produce**—A firm of commission merchants in **London**, are looking out for some reliable Canadian shippers of produce who require representation in England, or for firms wishing to appoint a buying agent.

**Provisions**—(a) A **London** firm of produce importers ask to be placed in communication with some reliable Canadian exporters of butter, cheese and bacon and claim to have facilities for placing large quantities of the last named product.

(b) A gentleman in **London, England**, who is at present agent of the Royal Insurance Co., in that City, desires to take up the representation of Canadian manufacturers and solicits correspondence.

(c) A gentleman for sixteen years director of a large wholesale tea house in **London, England**, is contemplating opening an agency for the importation of Canadian provisions in London. He is well recommended by a member of the Canadian Manufacturers' Association.

**Starch**—A manufacturer's agent in **Sheffield** is open to represent manufacturers of starch.

**Stationery**—A wholesale and retail firm, established since 1864, in **Georgetown, British Guiana**, desires to purchase the above in quantities. They are willing to forward English, Scotch and United States references, and state that terms of payment may be arranged.

**Tallow**—An important firm of soap makers are open to correspond with exporters of tallow from Canada.

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**Tires, Rubber**—A merchant in **Bombay, India**, desires to communicate with manufacturers of the above, prices c.i.f., Bombay. He wishes to act in the capacity of representative and sends a statement of his business.

**Tools, Wire Fence**—An **English** firm of patent wire fencing tool makers desire to get into communication with a Canadian house prepared to manufacture these goods on a royalty basis.

**Twine**—A wholesale and retail firm, established since 1864, in **Georgetown, British Guiana**, desires to purchase the above in quantities. They are willing to forward English, Scotch and United States references and state that terms of payment may be arranged.

**Wood Pulp**—A gentleman of good influence in **Coventry, England**, would undertake to represent a Canadian firm of wood pulp manufacturers on the English market.

### THE ASSOCIATION LIBRARY

The Association has been favored by the receipt of a copy of the Imperial Parliamentary Paper recently issued by the Honorable the Secretary of State, entitled "Memorandum summarizing the Regulations in force in Foreign Countries with regard to British Commercial Travelers." It sets forth in detail what special taxes commercial travelers are liable to in different parts of the world, and what customs treatment is accorded to the samples brought in by them. For those who are preparing to make an active canvass of the foreign field, this report contains much valuable information, and it will be at the service of any one interested who may call at offices of the Association.

The cultivation of Ginseng and its preparation for the Chinese market, forms the subject of an interesting article in the U. S. Consular Report for April 6. Whether this root actually possesses

any therapeutic properties is a disputed point, but the Chinese have implicit confidence in its virtues, and so long as this is the case the demand for it will continue. Popular superstition has done much to enhance the value of wild ginseng as compared with that of domestic growth. The former is worth over \$37 per oz., whereas the price of the latter varies from 50 cents to \$4 per lb., according to the locality which produces it.

In the annual report of the Minister of Agriculture for 1903, reference is made to the exhibition held last year at Osaka, Japan. It will be remembered that a representative display of Canadian manufactures and food products was arranged for by the department. The profound impression which it seems to have made upon the native Japanese merchants leaves no room for question as to the success of the venture as a national advertisement. There are great possibilities, it is claimed, for opening up trade in that quarter, and Canadian exporters are urged to take prompt action to secure the market.

The *Eastern Morning News*, of Hull, England, has issued an extensive review of the shipping trade of that port for the year 1903. The figures show that next to London and Liverpool, Hull has the largest import and export trade of the United Kingdom, aggregating last year some £47,500,000. Touching on the growing desire for closer trade relations between the United Kingdom and Canada, it refers to the possibility of the establishment in the near future of additional steamship lines, and discusses at length the many advantages which Hull has to offer as a distributing point.

The Year Book of British Columbia for 1903 is one of the most pretentious publications that has been received during the past month. It is a handsomely bound volume of 375 pages, profusely and beautifully illustrated. Among the more important matters reviewed are the Timber, Fishing and Mining resources of the Province, and the work of the Department of Land and Agriculture. Valuable statistics are also given regarding the Trade and Navigation returns, and the Salmon Pack for 1903.

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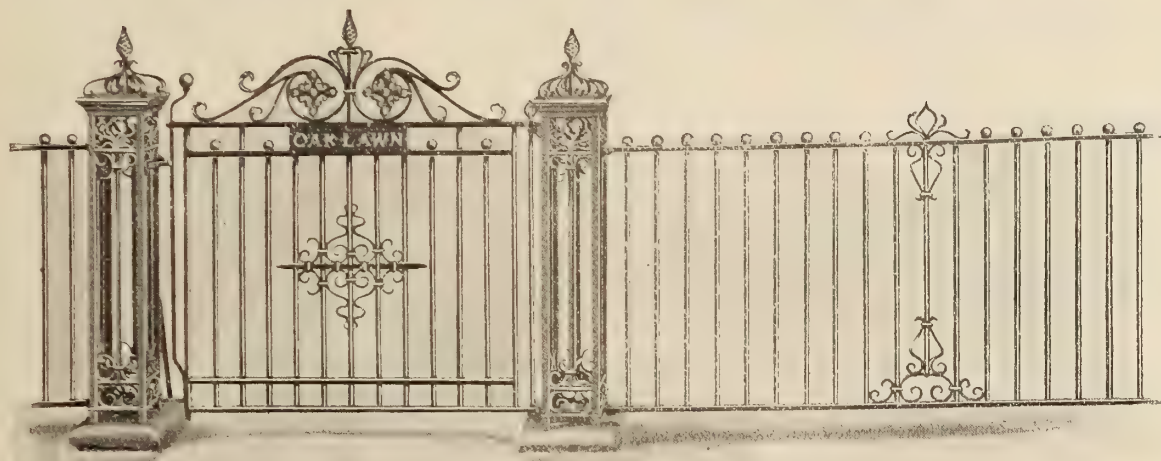
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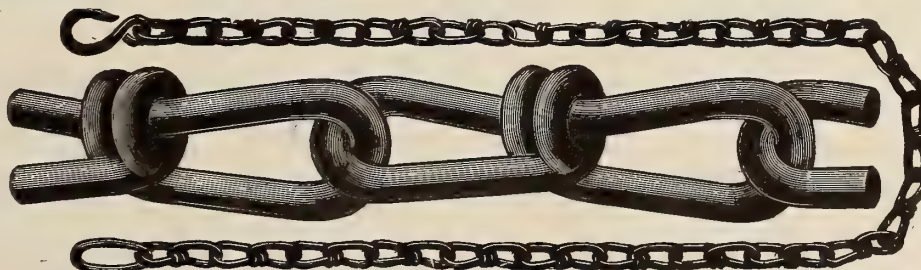
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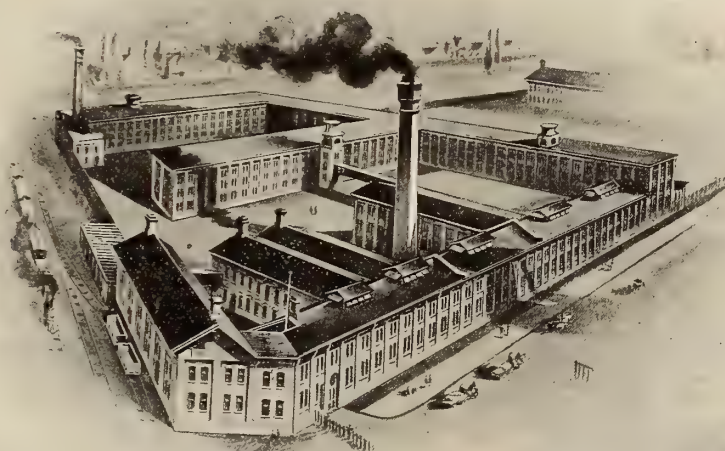
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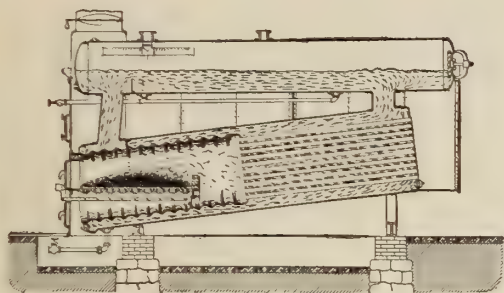
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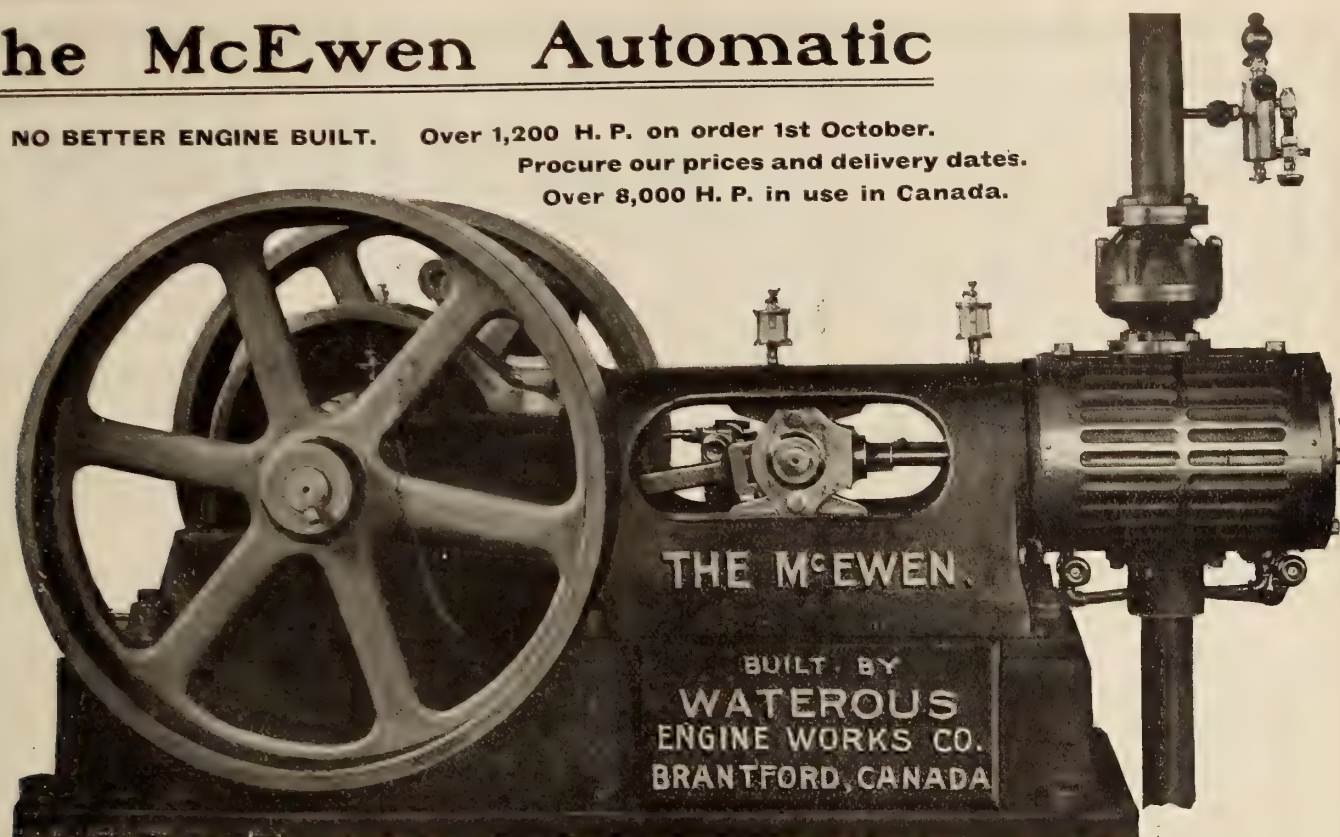
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A MONTHLY REVIEW OF MANUFACTURE AND COMMERCE

JUNE, 1904

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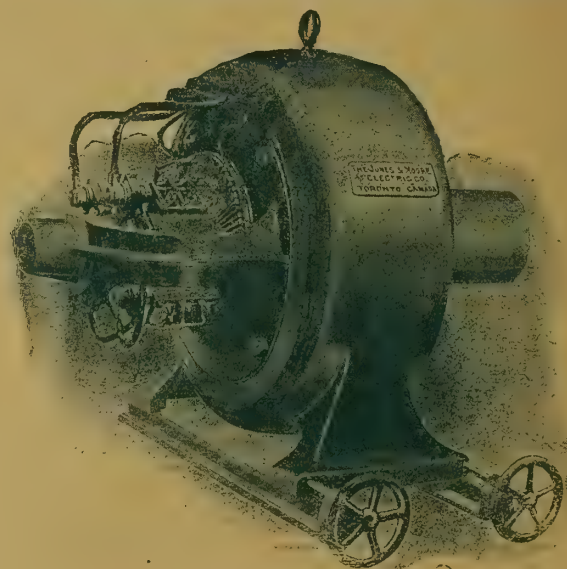
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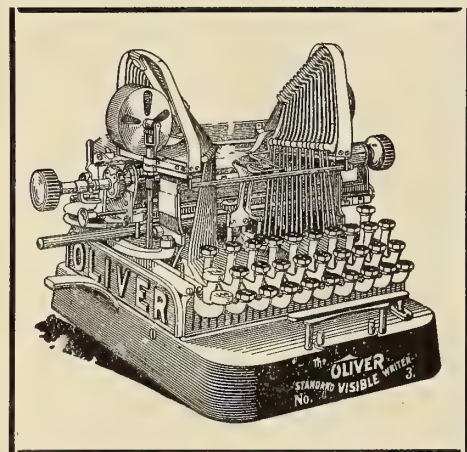
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Vol. IV.

TORONTO, JUNE, 1904.

No. 11

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

INDUSTRIAL CANADA circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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Address all communications, subscriptions, advertisements, etc., to "SECRETARY," Canadian Manufacturers' Association,

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OFF FOR NEWFOUNDLAND

HO for Newfoundland and the Maritime Provinces!

Before another issue of INDUSTRIAL CANADA appears the Newfoundland Excursion party will be on their way to the island which guards the great Canadian Gulf.

The opportunities offered to the manufacturers of Canada in this Excursion come but seldom. To meet the citizens of Newfoundland and the business men of the Eastern Provinces, to establish closer business relations between Canada and Newfoundland, and also between the various parts of our own Dominion, and to create and foster that fine national sentiment which always results from these excursions, are objects which must commend themselves to the consideration and care of the manufacturers of this country.

Added to these, there is the anticipation of one of the most delightful scenic trips which could be arranged on this continent, to say nothing of the social enjoyment which will undoubtedly characterize the excursion from first to last.

Newfoundland has been more prominently brought before the people of Canada during the past year than ever before. The recent visit of the Hon. A. B. Morine to a number of our Canadian cities has done much to increase our interest in the colony, an interest which we trust will in the near future be crystallized into practical steps towards confederation.

The accommodation on the steamship which has been chartered for the occasion is limited, but the boat will not be overcrowded, and every possible arrangement is being made for the comfort and convenience of the passengers.

Intending excursionists should forward their applications without delay.

FIRE INSURANCE

THE insurance situation in Toronto is dealt with in this issue. The facts given and conclusions arrived at necessarily apply to Toronto, but similar conditions are general throughout Canada.

The rates and methods of the Insurance Companies have been gradually growing more and more unsatisfactory. It has become impossible for the insured to understand his position. There has been no proper system of inspection; and the tariff for special risks and schedules for rating manufacturing hazards have become dead letters. The underwriters have interpreted the schedules to suit themselves, their interpretation always tending towards an increase in rates.

The action of the underwriters in making their arbitrary increase immediately following the Toronto fire brought the silent discontent to a climax. The plea that the insurance companies were not making money was investigated, and the difference between the premium income and the actual fire loss, especially in Toronto, was found to be exceptionally high. The companies have been taking over 35 per cent. of their Dominion income to pay their running expenses and profits, and in return gave to their customers increased rates and unbusinesslike treatment.

The discontent is general throughout the Dominion. In Halifax, the Nova Scotia Branch of the Manufacturers' Association has protested against a proposed advance. In Winnipeg the Board of Trade is considering the situation. In London, the organization of a new company has already been completed. Action is also reported from several other centres.

The Executive Council of the Association at its last meeting appointed a committee to consider Fire Insurance from a Canadian standpoint. This committee has already begun its work and invites suggestions and correspondence from the various branches and members of the Association. At the same time the Toronto Branch will continue to work along the lines decided upon.

NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Thursday, June 16th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, June 9th, at 2 p.m.

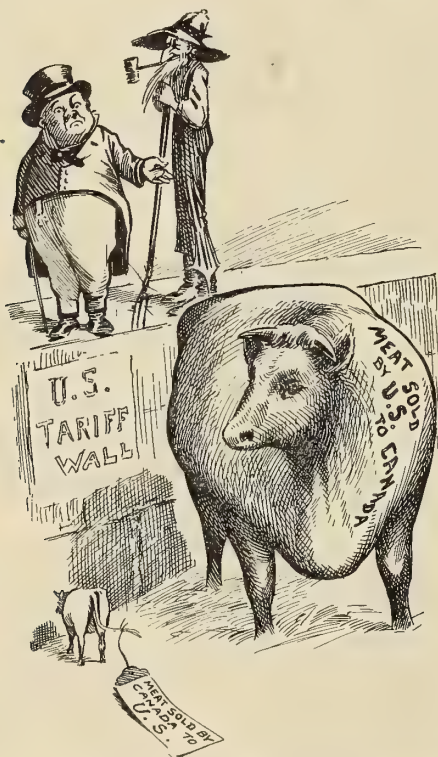
Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, June 9th.

NATIONAL ADAPTABILITY

SPEAKING at the banquet of the Canadian Industrial League in St. John, N.B., on May 20, Mr. James Pender made a remark that is worthy of consideration by all Canadian politicians. Referring to the war in the East Mr. Pender said that the successes of the Japanese were due to the fact that this wonderful people had shown greater national adaptability than any other nation during the past twenty-five years. They had not clung to old customs and old notions simply because their ancestors had adopted such methods. They had shown a remarkable readiness to adapt themselves to new conditions and take advantage of the experience of other nations. He thought that British and Canadian politicians might learn a lesson from the Japanese. Instead of clinging to old theories, because the leaders of thought fifty years ago had persuaded the people to adopt them, they should be ready at all times to adopt new policies to suit new conditions. He thought this was particularly applicable to the trade policy of this country.

Mr. Pender is right in this regard. Canada extends from ocean to ocean alongside a country where industries of all kinds have been developed on an immense scale by high protection. It is doubtful whether in the history of nations any young country was ever before exposed to such dangerous industrial competition as Canada is subjected to at present from the United States. This is the situation with which our Government and Parliament must deal. Will they show adaptability equal to that of the Japanese or will they cling to old notions and refuse to respond to the demand of the Canadian people for a thorough revision of the tariff?

NOT A QUESTION OF APPETITE



John Bull—Your large family must have poor appetites, Sammy. I hear that Johnny Canuck buys twenty-nine times as much United States meats as you buy of Canadian meats.

Uncle Sam—My family eats food grown on my farms. So long as Johnny Canuck likes to pay me money for what could be grown on his own farms I don't object and I supply him manufactured goods on the same terms. (During the two fiscal years 1902 and 1903 Canada imported from the United States 29,350,021 lbs. of meat and exported to the United States 992,162 lbs. of meats.)

MR. HASLAM'S LETTER

THE newspapers on both sides of politics have been devoting a good deal of attention to a letter written by J. H. Haslam to the *Winnipeg Free Press*, in which he declares that nothing would so promote the settlement of the Canadian Northwest as free trade with the United States. He admits that this is impossible at present, but argues against a general increase in protection for all Canadian industries. He says:

"Canada must for the next fifty years at least be a large producer of raw materials, and particularly of food products. It is scarcely conceivable that our population will increase so rapidly, and our manufacturing development reach such proportions, that our people will, as is the case with most other countries, consume a large proportion of the products of our farms and forests."

If Mr. Haslam would study the Dominion census, the reports of the Department of Agriculture, and the Canadian Trade and Navigation reports, he would be surprised to find that the Canadian people already consume a large proportion of the products of our farms and forests. The year 1902 was the best year the Canadian Northwest has yet had in the production of cereals, the total yield being somewhat greater than in 1903, although the area under cultivation was not so large. It was also a good year for Ontario. The total production of wheat, oats and barley, that year in Ontario, Manitoba and the Northwest Territories was 279,296,000 bushels. In the same year, according to the Trade and Navigation reports issued by the Laurier Government, the total exports of wheat, oats and barley from the whole Dominion of Canada amounted to only 36,494,686 bushels, including the wheat converted into flour for export. By a very simple calculation Mr. Haslam will discover that Ontario, Manitoba and the Northwest Territories alone produced nearly eight times as much wheat, oats and barley as the whole Dominion of Canada exported. A further study of the Government statistics will reveal to Mr. Haslam the interesting fact that Canadians consume at home about eight times as much butter, about seven times as many eggs, and about sixty-two times as many potatoes as are exported. The home consumption of most of the other farm products is proportionately large. Mr. Haslam's whole argument is based on the false assumption that the Canadian home market takes so small a proportion of our farm products that it is hardly worth cultivating.

Mr. Haslam in looking at a map of Canada was impressed with the very small part of it which has been developed. He rightly thinks that some of the sections which now appear most uninviting will eventually be found to abound in wealth. He says:

"Now, regarding the development of Canada. The more I travel through the United States, and watch the progress of the American people, the more I am convinced that it is very unsafe to conclude that, because a country is externally uninviting and rugged, it is therefore useless. Unquestionably the richest part of the United States naturally is the southern shore of Lake Superior. There are sections of land in the Mesaba range that contain over ten million dollars' worth of iron ore; and who would have thought twenty years ago that Montana, Idaho and Arizona would have developed into such fabulous wealth producers."

This is quite true, but did Mr. Haslam ever consider what would be the condition of that rich mineral country to-day if the United States had never adopted a policy of protection? If the people of that great country had continued to import supplies of iron and steel and copper goods instead of making them at home, the southern shore of Lake Superior would still be regarded as a worthless, rocky country, while the wealth of Montana, Idaho and Arizona would be altogether unknown. There were just such men as Mr. Haslam in the United States in the old days, men who believed that their western country would develop more rapidly if the farmers could import freely from abroad, and if the people of the United States had believed these men the great mineral

resources that have so greatly contributed to the wealth of our neighbors would have remained neglected and undeveloped.

Mr. Haslam believes that the country north of Lake Superior may be as rich in mineral wealth as the country to the south of it, and he is probably right in this belief. Yet that wealth must remain undeveloped, perhaps undiscovered, if we are content to import from the United States manufactured products made out of the minerals south of the lake. The best way to give value to the mineral wealth of Northern Ontario is to develop a home demand for such minerals by establishing manufacturing industries, and what is true of minerals is true to a great extent of timber. The more factories we have in Canada the greater will be the demand for such raw materials, and the transportation of the materials to the factories will be so profitable to the railways that they will be able to reduce the rates charged for the transportation of farm products.

The men employed in mining and lumbering operations to supply the factories with raw materials as well as the workmen employed in the factories, will have to eat food produced on Canadian farms.

ATTORNEY-GENERAL LONGLEY, PROTECTIONIST

INDUSTRIAL CANADA has already pointed out that while the Premier of the Dominion stands hesitating, nearly all the Provincial Premiers have pronounced emphatically in favor of increased protection for Canadian industries. Premier McBride of British Columbia, Premier Haultain of the North-West Territories, Premier Roblin of Manitoba, and Premier Ross of Ontario have all spoken emphatically in favor of adequate protection for Canadian industries.

The latest pronouncement by a provincial politician is that of Hon. J. W. Longley, Attorney-General in the Liberal Government of Nova Scotia. Speaking at the banquet of the St. John branch of the Canadian Industrial League on May 20, 1904, Hon. Mr. Longley said:

"The tariff question is supposed to exercise a far-reaching influence on Canadian industries. It may be a delusion, but that is the common belief, and there is much evidence in support of the proposition that it is possible to give enormous impetus to home industries through the agency of large impositions upon competing imports. I may be wrong, but I venture to think that the tariff question is no longer an issue between the two great political parties of the country. Probably both will be dissatisfied with this statement, but it is nevertheless true.

"There was unquestionably once a free trade party in Canada. I am not aware of the existence of any such party to-day. If I gauge public opinion aright, it is the almost universal sentiment of the people of Canada that no steps should be taken by the government in the way of fiscal legislation that would in the slightest degree endanger the developing industries of Canada. No government, I conceive, could live for any length of time that made the frank announcement that it favored a fiscal system which would ignore entirely the element of protecting and fostering industries within the country. Many good people there are who feared that a change of government in 1896 would result in a low or revenue tariff; the result has shown, I think, conclusively, that nothing of the kind has been done. The tariff of 1897 recognizes the protective element in almost every single phase.

"For myself, I have no hesitation in saying that I regard it as a fixed and inexorable principle of our institutions at this present moment that the Canadian tariff should be formed with the object of aiding and encouraging domestic industries, and, accepting this as a sound proposition, it follows inevitably that the modifying conditions of trade will necessitate from time to time changes in the tariff, and that it is fitting and proper that the government, recognizing these altered conditions, should from time to time readjust the tariff as to meet these conditions. If there is any responsible, recognized organization in favor of free trade in Canada it has escaped my attention. There may come a time when Canada will find it advantageous to adopt a policy of free trade. That is not the regnant sentiment now. All of us have come to recognize that nothing is more important for the growth of this Dominion materially than the development of the largest possible scale of domestic industries and it is the almost universal conviction that

these industries at the present stage of our history can have no fair chance for life unless fostered by friendly tariff legislation. He would be a poor representative of Canadian sentiment who would venture for a moment to say that all tariff protection should be withdrawn and that every Canadian industry should be subjected without remorse to the contingency of unrestricted competition from abroad. No such proposition is being urged by any responsible public man in Canada. The prevailing sentiment all along the line is that our industries must be protected. Within the last few years we have seen a phenomenal growth in the industrial life of Canada. The export of manufactured goods within the last six or seven years has multiplied many fold and the number of persons employed in manufacturing industries in Canada has enormously increased. With it should grow a thorough Canadian sentiment which would give reasonable preference to the products of Canadian labor and skill, until the universal sentiment prevailing from the Atlantic to the Pacific should be Canada for the Canadians."

This is, perhaps, the most unequivocal pronouncement in favor of protection yet made by any Liberal politician if we except Hon. Mr. Tarte. Hon. Mr. Longley makes no plea that the tariff should be framed only for revenue purposes and that any protection granted should be merely incidental. He declares that it is "a fixed and inexorable principle of our institutions at this present moment that the Canadian tariff should be formed with the object of aiding and encouraging domestic industries, and accepting this as a sound proposition it follows inevitably that the modifying conditions of trade will necessitate from time to time changes in the tariff, and that it is fitting and proper that the government, recognizing these altered conditions, should from time to time so readjust the tariff as to meet these conditions."

That is sound protectionism and if the Dominion Government would frankly accept that "inexorable principle of our institutions" and make a thorough study of Canadian conditions at the present time there can be no doubt that they would arrive at the conclusion that a thorough revision of the tariff is a national necessity.



Uncle Sam—That is a fine country of yours, Johnny, but you require capital to develop it.

Jack Canuck—How will I get the capital?

Uncle Sam—Try the plan I adopted to develop the United States. Give adequate tariff security and you will get all the capital you want.

AN UNFAVORABLE TRADE BALANCE

THE statement of imports for consumption in Canada and exports of domestic products for the nine months ending with March, 1904, recently published by the Minister of Customs, is not very satisfactory. It shows that the total exports of domestic products to all countries amounted in value to only \$155,064,155 as compared with \$162,420,763 for the same period of 1903, a decrease of \$7,356,608. On the other hand the imports for consumption in Canada amounted in value to \$175,523,712 as compared with \$155,440,036 for the same period

of 1903, an increase of \$20,083,676 in imports. The balance of trade against Canada amounted to \$20,459,557. As large amounts must be paid annually for interest on loans from British capitalists and considerable sums must also go out of the country in the form of dividends there should be a large trade balance in Canada's favor in order to meet such payments. If the returns for the nine months ending with March are any indication of the trade figures for the fiscal year ending June 30, 1904, the showing will be a very bad one for Canada in spite of the fact that the increased imports will enable the Government to report a large increase in the national revenue from customs taxes.

BRITISH TRUSTS AND COMBINES

IN the British House of Commons during the first week of March, 1904, Mr. Austin Taylor called the attention of the Government to a recent combination of Scotch steel makers whereby a minimum price with heavy penalties for selling below it has been agreed upon. Mr. Balfour replied: "I am aware of the combination referred to. The matter is not one which seems to call for any action on the part of the Government."

Hazell's Annual for 1904 gives the following lists of trusts and combines formed in the United Kingdom in recent years, with the number of firms combined in each case and the capital:

| Company. | Industry. | Firms Combined. | Capital. |
|--|---------------------------|-----------------|--------------------------------|
| Nobel Dynamite Trust Co. | Explosives | 4 | 2,785,000 |
| Bath Stone Firms | Stone | 7 | 250,000 |
| Horrockses, Crewdson & Co. | Cottonspinners | 3 | 925,000 |
| The Salt Union | Salt | 64 | 2,600,000 (reduced) |
| United Alkali Co. | Chemicals | 51 | 8,420,500 |
| Leeds Fireclay Co. | Fireclay | 7 | 1,260,000 |
| Buxton Lime Firms Co. | Lime | 12 | 522,400 |
| J. & P. Coats | Thread | 5 | 11,180,000 |
| W. Cory & Sons | Coalselling | 8 | 2,730,000 |
| Wilson's & Furness Leyland Line | Shipping | 3 | 314,000 |
| English Sewing Cotton Co. | Thread | 15 | 3,000,000 |
| Armstrong, Whitworth & Co. | Engineering, etc. | 2 | 5,054,850 |
| Shell Transport & Trading Co. | Shipping and Oil | 11 | 3,000,000 |
| Vickers, Sons & Maxim | Steel Shipbuilding, etc. | 6 | 6,450,000 |
| Broomhill Collieries | Coalmining | 4 | 675,000 (see Stewarts & Lloyd) |
| A. & J. Stewart & Menzies | Tubes | 4 | 190,000 |
| Wilson's & Union Tube Co. | Tubes | 3 | 1,500,000 |
| United Turkey Red Co. | Dyeing | 4 | 2,000,000 |
| The Linen Thread Co. | Linen Thread | 6 | 868,000 |
| Curtis & Harvey | Gunpowder | 8 | 6,650,000 |
| Fine Cotton Spinners & Doublers' Association | Cottonspinning | 47 | 570,000 |
| Brit. Dyewoods & Chemical Co. | Dyeing | 4 | 4,225,000 |
| Bradford Dyers' Co. | Dyeing | 34 | 2,550,000 |
| Borax Consolidated | Borax | 12 | 287,500 |
| Aberdeen Comb Co. | Combs | 3 | 900,000 |
| Rickett, Cockerell & Co. | Coalselling | 2 | 468,000 |
| York Indigo, Scarlet and Colour Dyers | Dyeing | 11 | 250,000 |
| Bradford Coal Merchants Ass'n | Coalselling | 88 | 1,750,000 |
| British Oil and Cake Mills | Oilcake | 18 | 1,965,800 |
| Yorkshire Woolcombers' Ass'n. | Woolcombing | 41 | 984,000 |
| Barry, Ostlere & Shepherd | Linoleum | 3 | 240,000 |
| United Indigo & Chemical Co. | Dyes | 8 | 290,000 |
| Textile Machinery Association | Wool Machinery | 7 | 8,226,400 |
| Calico Printers' Association | Calico Printing | 47 | 711,000 |
| English Velvet and Cord Dyers' Association | Dyeing | 22 | 900,000 |
| Thames Iron Works | Shipbuild'g & Engineer'g. | 2 | 2,200,000 |
| John Brown & Co. | Steel Shipbuilding | 34 | 4,141,000 |
| Wall Paper Manufacturers | Wall Paper | 31 | 1,892,480 |
| Brit. Cotton & Wool Dyers Assn. | Dyeing | 51 | 294,000 |
| Yorkshire Dyeware & Chemical Company | Dyes | 5 | 6,820,000 |
| Bleachers' Association | Bleaching | 53 | 6,488,000 |
| Associated Portland Cement Manufacturers | Cement | 28 | 412,500 |
| Rivet, Bolt and Nut Co. | Rivets, etc. | 15 | 200,000 |
| United Velvet Cutters' Ass'n. | Velvet | 5 | 270,000 |
| Extract Wool & Merino Co. | Wool | 7 | 752,000 |
| J. & J. Baldwin & Partners | Knitting Yarn | 5 | 226,000 |
| Leeds & District Worsted Dyers | Dyeing | 10 | 500,000 |
| Eng. Fustian Cutting, Etc., Co. | Fustian | 5 | 850,000 (see below) |
| South Durham Steel & Iron Co. | Steel | 3 | 1,050,000 |
| Guest, Keen & Co. | Steel | 3 | 500,000 |
| Richardson, Westgarth & Co. | Engineering | 3 | 1,100,000 |
| J. Dunlop & Co. | Coal, Iron and Steel | 2 | |
| Fairbairn, Lawson, Combe, Barbour | Textile Machinery | 3 | |

| | | | |
|--|---------------------------|----|------------|
| Union Castle Line | Shipping | 2 | 2,667,300 |
| Rowley Regis Granite Quarries | Granite | 8 | 100,000 |
| F. Leyland & Co. | Shipping | 2 | 3,115,000 |
| Bucknall Steamship Lines | Shipping | 3 | 1,850,000 |
| Associated Omnibus Co. | Omnibuses | 3 | 135,000 |
| France, Fenwick & Co. | Shipping | 3 | 450,000 |
| Ellerman Lines | Shipping | 6 | 1,400,000 |
| United Carlo Gatti, Stevenson & Slaters | Ice | 3 | 380,000 |
| Imperial Tobacco Co. | Tobacco | 20 | 20,250,000 |
| Guest, Keen & Nettlefolds | Iron, Steel | 3 | 4,530,000 |
| Baldwin's, Limited | Iron | 5 | 1,100,000 |
| Metropolitan Amalgamated Railway Carriage & Waggon Co. | Waggons, etc. | 0 | 1,675,000 |
| Dorman, Long & Co. (Bell Bros. and in 1903 N.E. Steel Co.) | Steel, etc. | 3 | 3,300,000 |
| United Collieries Co. | Coalmining | 26 | 3,000,000 |
| Westralian Timber | Timber | 8 | 1,400,000 |
| Distilleries Co. | Whiskey | 3 | 1,900,000 |
| British Insulated and Helsby Cables | Telegraph Cables | 2 | 1,250,000 |
| Imperial Cold Storage Co. | Meat Refrigerating | 2 | 2,000,000 |
| Wright, Bindley & Gell | Umbrella Furniture | 5 | 300,000 |
| Waygood & Otis | Lifts | 2 | 300,000 |
| Cope Bros. | Tobacco | 2 | 500,000 |
| Dick Kerr & Co. | Electrical Engineers | 2 | 790,000 |
| Stewarts & Lloyd | Tubes | 2 | 1,750,000 |
| North British Locomotive Co. | Locomotives | 3 | 1,750,000 |
| Linotype & Machinery | Typewriters | 2 | 2,950,000 |
| Swan, Hunter, Whigham & Richardson | Shipbuilding & Engineer'g | 4 | 1,473,000 |
| Waring & Gillow | Furnishing | 3 | 2,205,000 |
| C. Cammell & Co. (and Laird Bros.) | Steel Shipbuilding | | 2,355,000 |

If the capitalization of these combines were expressed in dollars instead of pounds sterling it would make a bigger showing. This list does not include all the trusts in Britain. - New combinations are constantly taking place.

But what has attracted much more attention in Britain than the trusts is the wide-spread system of agreements to maintain prices made between firms that have not amalgamated.

ONE-SIDED CONVENIENCE

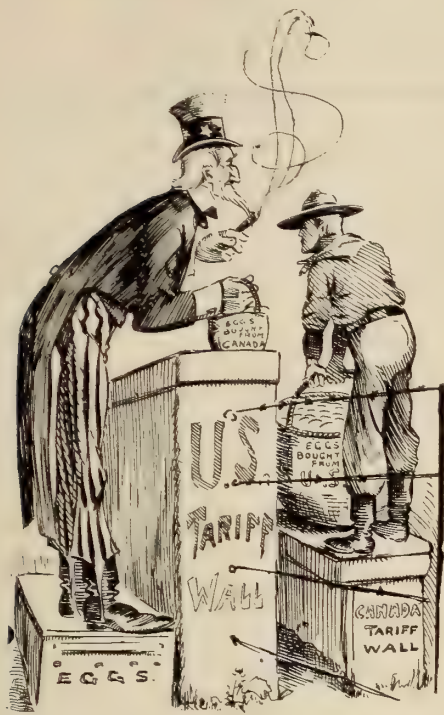
THE *Toronto Weekly Sun*, referring to Canada's large imports of meats, butter, eggs and cheese from the United States, says: "These facts are paraded by INDUSTRIAL CANADA as justification for the statement that even the farmers of this country require protection against American competition. The argument is as foundationless as such arguments usually are. The products named are imported into Canada because, at certain points along the frontier, American sources of supply are so much nearer than a Canadian source that to compel the consumer to draw upon the latter would involve heavy and unnecessary cost in the way of transportation charges."

The *Weekly Sun* goes on to argue that it would be a great injustice to the miners of British Columbia to shut out the butter produced in Washington and Oregon. If the editor of the *Weekly Sun* would take a trip through Alberta, he would find that most delicious butter, excelling that of Oregon and Washington, is made in that Canadian territory. Why should not the farmers of Alberta have the advantage of supplying the British Columbia miners and lumbermen with butter? The *Weekly Sun* concludes with the statement that "where two countries lie side by side for a distance of 4,000 miles, it must necessarily happen that at some points on the frontier there will be a surplus of a certain line of products at one side of the border and a surplus on the opposite side at another point."

This does not explain why one Canadian eats as much United States meat as 400 people over the border eat of Canadian meat. It does not show why one Canadian spends as much on butter, cheese and eggs produced in the United States as 157 citizens of the adjoining republic spend on butter, cheese and eggs produced in Canada.

If Canadian purchases from the United States are purely a matter of convenience due to the proximity of the two countries, why is it not equally convenient for the people of the United States to purchase in Canada to about the same extent?

A BIG BASKET AND A LITTLE ONE



Jack Canuck—It takes a very small basket to hold all the eggs you buy from me, uncle. The basket I buy from you is eleven times as big, yet your family is much larger than mine.

Uncle Sam—I guess my hens lay better than yours, Johnny. (During the fiscal year 1903 Canada imported from the United States 534,485 dozen eggs and exported to the United States only 46,773 dozen eggs.)



Uncle Sam—I can make one mouthful of this, but it takes a good many mouths to eat all the butter I send over Canada's low tariff wall. (During the fiscal year 1903, Canada imported from the United States 505,113 lbs. of butter, and exported to the United States 50,745 lbs. of butter).

HAS OUTGROWN IT.



Jack Canuck—The suit you made for me in 1897, Mr. Fielding, is too small for me now. I must have a larger one. If you have not cloth enough I must go to another tailor.



John Bull—That is a big bag of money, Samuel. Where did you get it?

Uncle Sam—Jack Canuck paid me this for merchandise last year.

John Bull—Why, Jack must spend all the money I pay him for farm products in buying goods from you.

Executive Council

THE regular monthly meeting of the Executive Council, Canadian Manufacturers' Association, was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, May 19th, 1904, at 2 p.m.

The following members were present : Messrs. John Bertram, C. A. Birge, Geo. Booth, P. H. Burton, H. Cockshutt, John W. Cowan, Robt. Crean, R. A. Donald, John F. Ellis, P. W. Ellis, John D. Flavelle, Jas. Goldie, H. Hobson, John S. McKinnon, Jas. Maxwell, J. P. Murray, A. S. Rogers, A. W. Thomas, C. H. Waterous, Henry Wright.

In the absence of the President and the First Vice-President, Mr. H. Cockshutt, Ontario Vice-President, occupied the chair.

The minutes of the previous meeting as published in the last issue were approved.

Communications were received as follows :

(a) From the following members unable to be present—Messrs. Geo. E. Drummond, W. K. George, W. K. McNaught, Robert Munro, C. C. Ballantyne, E. B. Eddy, C. R. H. Warnock, J. O. Thorn, S. M. Wickett, T. A. Russell, S. W. Ewing, W. B. Tindall and Lloyd Harris.

(b) From the Secretary of the National Association of Manufacturers of the United States, inviting a representative of the Association to attend their Annual Meeting to be held in Pittsburg on the 17th, 18th and 19th inst. This invitation was received with appreciation, but owing to the late date, the Executive Council regretted that it was impossible to send a representative.

THE REPORTS OF OFFICERS AND COMMITTEES

The following officers and committees then presented their regular reports, which were duly received and adopted.

TREASURER

The Treasurer's report was presented by Mr. Geo. Booth. It showed a satisfactory state of the Association's finances.

SECRETARY

The Secretary reported upon the general work of the Association and referred at length to a number of important features of the work. It was anticipated that the President would return in time for the next meeting of the Executive Council. Arrangements were well in hand for the Newfoundland Excursion, and it was important that as many of the members of the Executive Council as possible should attend. Since the last meeting interesting visits had been paid to members in St. John, N.B., and Quebec.

FINANCE

The report of the Finance Committee was presented by Mr. P. W. Ellis. It approved for payment the accounts for the month, and recommended the re-engagement of Mr. J. F. M. Stewart as Assistant Secretary of the Association at an increased salary.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the Chairman, Mr. Crean. It referred at length to the arrangements for the Newfoundland Excursion, a memorandum of which has already been forwarded to the members, and is commented upon in this issue. It also recommended for acceptance fifteen applications for membership, the names of which appear in another column. The report further stated that an invitation had been forwarded to the Commissioners of the Mexican Government who had interviewed the Dominion Government, to visit the offices of the Association in Toronto before returning home.

PARLIAMENTARY

The report of the Parliamentary Committee which was presented by Mr. P. W. Ellis, referred to a number of interesting matters which had come under the consideration of the Committee during the past month. These included the following :

1. Inland Revenue Charges for Stamping Measures of Capacity.
2. The Canadian Patent Act.
3. Customs Returns and Classification.
4. Emigration from Scotland to Canada.
5. Extra-Provincial Legislation and Corporation in Quebec.
6. Enforcement of the Adulteration Act in Canada.
7. Union Label.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was submitted by the Chairman, Mr. A. W. Thomas. The chief feature of the report was a recommendation that the Association should consider the appointment of a special representative in London, England, who should represent the interests of the members upon any subjects where his services might prove beneficial. The project was ably supported by Mr. R. A. Donald. Mr. Donald's argument in favor of the project is contained on another page. After a careful discussion in which objections and advantages were dealt with, the following special committee was appointed with power to add to its numbers, to consider the matter and report at the meeting preceding the Annual Meeting of the Association : Messrs. R. A. Donald, H. Cockshutt, H. Wright, J. P. Murray, Geo. Booth and A. S. Rogers.

RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was made verbally by Mr. W. H. D. Miller, the Manager of the Transportation Department. Mr. Miller gave a brief account of the complaint brought against the increase in the Grand Trunk rates by the United Factories. He also dealt with a number of other important cases which had come before his department during the month, including coast rates, Canadian import and export rates, the Canada-Mexican Steamship Service and other matters. Announcement was also made through this department of the offer made by the Elder-Dempster Co. to take a limited number of Canadian manufacturers and their exhibits to South Africa on the S.S. "Monarch" in July next. The details of this offer were not yet forthcoming, but would be announced shortly after President Drummond's return home.

"INDUSTRIAL CANADA"

The report of the INDUSTRIAL CANADA Committee was presented by the Secretary. It approved of the appointment of Mr. B. L. Anderson as advertising solicitor for the Association, and recommended the establishment of a column in the paper for interesting items from leading Canadian Boards of Trade. It also recommended that the Secretaries of the Branches of the Association should forward each month interesting industrial items from their respective Branches, and suggested that a column should be devoted each month to new catalogues issued by members of the Association.

DOMINION EXHIBITION

The report of the special Dominion Exhibition Committee was presented by the Secretary. It outlined the work which the Committee had performed in securing a representative display of Canadian manufactured goods at the Winnipeg Exhibition. At the time of the meeting, the Superintendent, Mr. C. B. McNaught,

was in Winnipeg making final arrangements for a number of details. The prospects for the success of the exhibit were very bright. For the convenience of exhibitors the Association is making special arrangements for railway rates, cartage, carpenter work, etc.

TORONTO BRANCH

The report of the Toronto Branch was presented by the Chairman, Mr. J. P. Murray. This is published in full in another column.

Dealing with the question of fire insurance a special committee, consisting of Messrs. J. W. Cowan, R. A. Donald, P. H. Burton, Thomas Roden and J. P. Murray, were appointed, with power to add to their numbers. It was understood that the committee would be representative of the various sections of the Association.

MONTREAL BRANCH

The report of the Montreal Branch was presented by the Secretary. This is also published in this issue.

NOVA SCOTIA BRANCH

An interesting report was received from the Nova Scotia Branch, which also appears on another page. The resolution with regard to South American trade was referred to the Commercial Intelligence Committee of the Association.

After a few interesting remarks from Mr. Crean respecting the Newfoundland Excursion the meeting adjourned.

TORONTO BRANCH

THE Toronto Branch of the Association has, since its last report, held meetings on April 22nd, May 9th and May 16th.

Messrs. J. P. Murray (chairman) and J. W. Cowan attended three meetings; Messrs. R. Crean, P. W. Ellis, D. T. McIntosh, J. S. McKinnon, Jno. Northway, F. A. Ritchie and S. M. Wickett, two; and Messrs. A. W. Allan, P. H. Burton, R. J. Copeland, A. S. Rogers, J. T. Sheridan, F. J. Smale, J. O. Thorn and W. B. Tindall were each present at one.

FIRE INSURANCE

The increase in fire insurance rates received the most careful consideration, and a statement of the Toronto situation was prepared and given to the press. It also appears in another column in this issue of INDUSTRIAL CANADA.

The Branch is making satisfactory progress towards securing relief from the present high insurance rates. General approval of its action has been received, and the committee felt that a broader consideration of the question was demanded, and made the following recommendation to the Executive Council:—

"That the Executive Council be requested to appoint a committee, with power to add to its number, to report on the industrial fire insurance situation in Canada, and to suggest a comprehensive scheme or schemes for procuring insurance at the lowest rates possible."

This was adopted by the Executive Council and the committee appointed has already met and decided on a plan of action.

CITY BUILDING BY-LAW

This by-law was considered at a meeting of the Branch, and later at a special meeting of those at present interested in building and several architects. The by-law was in the main satisfactory, and the regulations for strengthening the walls according to the extent of the openings was the only part in which a change was asked for. A communication was addressed to His Worship the Mayor, pointing out the amendment desired, and a committee, (Mr. P. H. Burton and Messrs. Gibson and Jarvis, architects,) interviewed the city architect. The by-law has since been amended along the lines suggested.

G.T.R. EXPROPRIATION

The notice of expropriation served by the G.T.R. on the owners and lessees of a large part of the burned district south of Front Street, received careful attention. The matter was considered from a public standpoint, and the way it would affect the future of the city. The present Union Station was considered as utterly inadequate for the present needs. It was considered also that any additional tracks along the water front would be undesirable. It was decided that beyond being put on record as strongly opposed to the expropriation for a shunting or storing yard, no action should be taken until definite information was received from the G.T.R. stating the uses to which the land would be put.

On May 19th, a committee from the Branch met with His Worship the Mayor and city officials, a committee from the Board of Trade and Mr. McGuigan and other officials of the Grand Trunk, and informally discussed the expropriation. The conference was successful in that it was made plain that the G.T.R., the city and the different organizations represented were willing to co-operate as far as possible. Mr. McGuigan, beyond stating that the land would be used for increased passenger facilities, and that a new station was being considered, gave no definite information.

CITY FIRE PROTECTION

A committee was appointed to report at a later meeting regarding what further fire protection was needed in the congested district of the city, special consideration to be given to independent water mains and a fire tug.

MONTREAL BRANCH

THE Montreal Executive has been convened four times during the past month, chiefly to take action in regard to provincial legislation.

MONTREAL CITY CHARTER

Exception was taken to several clauses in the bill introduced to amend the Charter of the City of Montreal. This bill proposed to give the city power to levy a special tax of \$50 upon every merchant who stored or sold petroleum, naphtha, varnish or other very inflammable materials; it proposed further to give the city power to tax to the extent of \$100 a year the manufacturers of petroleum, naphtha, varnish or other inflammable materials; it was proposed also to place a special tax upon the operators of three horse vehicles, which clause affected one or two of our members. A delegation consisting of J. S. N. Dougall and the Secretary, together with Mr. Charles Archer, of the firm of Archer, Prefontaine, Peron and Taschereau, lawyers, went to Quebec on the 26th of April and appeared before the Private Bills Committee of the Legislative Assembly. They also received assistance from the Hon. J. D. Rolland, a member of the Legislative Council. With their united efforts they were successful in having the three objectionable clauses struck from the Bill.

WORKMEN'S COMPENSATION BILL

The Provincial Government has introduced into the Legislative Council this year a decidedly objectionable bill, intended to provide compensation for workmen who have suffered from accidents while in the service of their employers. This bill would make the employer liable for all accidents unless he could prove that they were intentional on the part of the employees, and the amount of compensation is generally fixed at 60 per cent. of the wages lost on account of the accident. If the employee were permanently injured, the bill proposed to compel the employer to deposit with an insurance company designated by the Government, an amount of money sufficient to bring interest to give the man 60 per cent. of his wages. That is to say, for a man earning \$10 a week the employer would be called upon to deposit a sum of about \$10,000. If the employee should be accidentally killed the employer would be called upon to pay to the widow 20 per cent. of his wages, and to each child under 16 years, 15 per cent. The

bill provides also that the employer shall pay \$25 for funeral expenses. The bill further reads that "When the accident is due to inexcusable fault on the part of the employer or of the victim, the court may decrease or increase the compensation; but the latter or the aggregate amount of the compensation allowed shall not be less than one half of the daily or yearly wages, as the case may be, nor exceed the total amount of such wages."

Your Montreal Branch Executive registered an emphatic protest against such a bill. While the manufacturers consider that there should be a rigid inspection of factories, and that employers should be compelled to use every reasonable device for the prevention of accidents, and while it is desirable that fewer cases in regard to compensation for accidents should be taken to the law courts, yet it was agreed that this bill went far beyond the needs of the occasion. In fact, it would be sufficient to drive quite a number of manufacturers out of business.

A letter has been received from the Attorney General of the Province stating that this bill will not be pressed this session, but that he would like to have our detailed opinion upon it. It is the intention of this committee to place the arguments of the manufacturers before him. The Montreal Branch will also work with the Quebec Branch upon the matter.

The Executive endorsed a bill that Mr. Matthew Hutchison, member for Montreal, introduced into the Quebec Legislature to prevent the garnishment of wages for debts under \$25. We are informed, however, that the bill was thrown out.

LICENSES TO EXTRA-PROVINCIAL CORPORATIONS

The Quebec Government has introduced into the Quebec Legislative Assembly an Act copied directly from the Ontario Statute books. It is an Act to license Extra-Provincial Corporations and Joint Stock Companies. While it does not go so far as to license companies with Dominion charters, it proposes to include companies doing business in this Province with charters obtained in any other Province or any other country. The first action your Montreal Executive took was to refer this bill to the Parliamentary Committee of the Executive Council in the belief that it was of national concern, and was aimed particularly at Ontario companies doing business in the Province of Quebec. Inasmuch as your Parliamentary Committee considered it wise to leave all action on the part of this Association to the Montreal and Quebec Executives, your Montreal Executive immediately decided to enter objections to the bill. A communication was addressed to the Hon. S. N. Parent, Provincial Premier, expressing the opinion of the Association, and of the provincial manufacturers particularly, that this bill would not encourage the multiplication of branch factories in this Province, and that as Canadians we were opposed to the practice of one province legislating against another. Mr. Chas. Archer was also retained to place the views of the Association before the Government in detail. The co-operation of the Quebec Branch was also invited, and we believe that the combined action of the Executives has resulted in some favorable amendment. The Hon. J. D. Rolland is also giving us his assistance in the House.

At the regular meeting of the Executive held Thursday, April 12th, it was definitely decided to hold a dinner either on the 7th or 9th of June, to receive the President, Mr. Geo. E. Drummond. A Dinner Committee was appointed and has the matter in hand. A western delegation would be gladly welcomed.

A communication was received from Mr. Robert Munro, drawing the attention of the Executive to the resolution of the Port of Spain (Trinidad) Chamber of Commerce, favoring a reciprocal tariff treaty with Canada. On Mr. Munro's suggestion it was decided to recommend to the Executive Council that a resolution should be forwarded from this Association expressing pleasure at the proposal, that the co-operation of this Association should be promised, that the Canadian Government should be requested to treat the matter sympathetically, and that the Hon. R. H.

McCarthy, Controller of Customs at Port of Spain, Trinidad, who is a warm advocate of closer trade relations between Canada and the West Indies, should be invited to attend our next annual Convention to be held in Montreal in September.

A communication was received from the Ogilvie Flour Mills Co. expressing their appreciation of the possibility of closer trade relations between Canada and the West Indies and British Guiana. It also brought to the attention of the committee the fact that within the last month Brazil had granted a preference of 32 per cent. to United States flour, a consideration that absolutely excludes Canadian flour from the Brazilian market. The letter has been forwarded to the Executive Council.

Inasmuch as it has been reported that the Government will be requested to allow a rebate of all duties to the Montreal Harbor Board upon imported materials entering into the construction of the new steel sheds on the harbor front, a contract which amounts to about \$2,500,000, the Montreal Executive instructed the Secretary to communicate with the Minister of Customs expressing the objection of the committee to such a rebate of duties, upon the ground that it would prejudice the interests of domestic manufacturers.

Communications were received from the Head Office in regard to Tariff, INDUSTRIAL CANADA and the Dominion Exhibition.

The proposition that had been placed before the Commercial Intelligence Committee anent the appointment of a representative of the Association in London, Eng., to represent the business interests of all its members was considered scarcely practicable, although the committee recognized the importance of a London corresponding representative.

Mr. W. H. D. Miller, Transportation Manager of the Association, was present and addressed the committee.

NOVA SCOTIA BRANCH

A SPECIAL meeting of the members of the Nova Scotia Branch was held in the Halifax Hotel, on the evening of Thursday, April 28th.

Mr. J. R. Henderson occupied the chair, and in his opening remarks he reviewed briefly the various matters that had engaged the attention of the Executive since the annual meeting in July last. Among the more important of these were the establishment of a Manufacturers' and Merchants' Bureau at the Provincial Exhibition, and the levying of additional assessments to carry on the work of the Branch.

Reference was also made to the steady increase in the membership from Nova Scotia, and to the possibility of a Maritime Branch of the Association being formed, to include New Brunswick, Nova Scotia and Prince Edward Island.

Several of the members present addressed the meeting on the subject of their transportation grievances. These appeared to be of sufficient importance to call for the attention of an expert, and it was decided to ask the Head Office to send Mr. Miller to Nova Scotia at some convenient time for the purpose of investigating matters.

SOUTH AMERICAN TRADE

Mr. George Henderson introduced an interesting discussion on trade with South America. He pointed out the steady increase in the value of their imports during the past few years, and showed how the market was being gradually invaded by the United States. He was supported by Mr. W. D. Taylor, who introduced the following resolution:

Whereas a rich trade is known to exist in the Continent of South America, and

Whereas it seems possible under favorable transportation conditions for Canada to possess herself of a fair share of that trade, therefore be it

Resolved that the Nova Scotia Branch of the Canadian Manufacturers' Association ask the Executive Council of the Association to give the matter its

attention, and ask the Department of Trade and Commerce at Ottawa to investigate the matter in the interest of Canadian manufacturers, producers and shippers; also be it

Resolved that the Halifax Board of Trade be asked to interest itself in the matter in order to ascertain if the South American trade cannot be developed to the advantage of this province and of the Dominion of Canada as a whole. Further be it

Resolved to ascertain if it would not be feasible in some way to establish direct steamship connection between Canada and South American ports.

CANADIAN INDUSTRIAL LEAGUE

A second resolution, regarding the purchase of Canadian made goods by Canadian manufacturers, was introduced by Mr. J. Walter Allison:

Whereas the Canadian Manufacturers' Association promulgates the doctrine that Canadian consumers should purchase Canadian goods in preference to goods of foreign manufacture, provided the Canadian article is as good and as cheap as the foreign, and

Whereas it would only be consistent if Canadian manufacturers would practise the doctrine they preach; therefore be it

Resolved that the question be brought to the attention of manufacturers generally by the Executive Council of the Association in whatever way the Council thinks best, with the recommendation that Canadian manufacturers' and particularly those who are members of the Canadian Manufacturers' Association, make a practice of this in their own buying.

Both of these resolutions received the unanimous approval of the meeting, and it was decided that copies of the same should be submitted to the next meeting of the Executive Council in Toronto.

The increase in the fire insurance rates also came up for discussion, and a vigorous protest was made against the proposed advance.

The chairman called the attention of the meeting to the approaching excursion of the Canadian Manufacturers' Association to Newfoundland. General pleasure was expressed at the prospect of a visit from the Western members, and it was recommended that advantage should be taken of the opportunity to show what excellent facilities were possessed by Nova Scotia in the way of manufacturing.

NEW MEMBERS

Passed by Executive Council, May 19, 1904

Belleville, Ont.

SILLS & BRO.—Tweeds, Yarns, Flannels, etc.

Halifax, N. S.

WALSH BROS.—Art Glass, etc.

London, Ont.

CANADA FIRE ENGINE CO.—Standard Fire Appliances.

Montreal, Que.

THE J. & S. BESSETTE CO. LTD.—Agricultural Implements.

NEW YORK SKIRT MFG. CO.—Cloaks, Skirts and Mantles.

Ottawa, Ont.

OTTAWA FREE PRESS, LIMITED,—Job Printing and Newspaper.

Owen Sound, Ont.

OWEN SOUND IRON WORKS COMPANY, LIMITED.

Quebec, Que.

JOHN BREAKER.—Lumber.

EDOUARD COTÉ.—Contractor and Joiner.

HOLT, RENFREW & CO.—Furs.

THOMAS MIGNER.—Boots and Shoes.

OUATCHOUAN PULP CO.—Pulp.

Toronto, Ont.

THE LOWNDES CO. LTD. (J. Mont. Lowndes, 2nd Member.)

THE TORONTO ELECTRICAL WORKS CO., LTD.—Time Recorders and Watchmen's Time Detectors.

Winnipeg, Man.

D. ACKLAND & SON.—Carriage and Wagon Wood Goods.

PROPOSED LONDON OFFICE

Editor Industrial Canada:

Dear Sir,—The question of a London Office for the Canadian Manufacturers' Association is of live importance at the present time. On several occasions of late there have been applications from independent commission houses asking for the privilege of representing our Association in London, but after due consideration the committee have always decided that it would not be wise to hand over to any private concern such wide authority and extended privileges as such an agency would be sure to carry.

Lately we have had the offer of the Elder-Dempster people, who are so alive to the importance of proper representation in the old land of Canadian interests, as to have offered one of their ocean steamships free for the conveyance of any of our manufacturers who may have any desire to broaden their views and extend their trade.

The Australian people have not been slow to disseminate information regarding their country and its possibilities for trade. They have established live direct trade representatives in London, and have given many thinkers the impression that they are more eagerly anxious for old land recognition and business than are their Canadian cousins.

All these things when taken in conjunction with the progressive policy of our Association, make us think that the time is surely ripe for the inauguration of this proposed enterprise.

Let us consider for a moment the uses to which such an agency could be put. First, it would be of national use in securing an appreciation and proper understanding of our industries in the minds of the largest buyers of general merchandise in the world.

Then the judicious treatment of the skilled help problem ought to receive a fair trial. That these should be imported on a wide open invitation surely only leads to unskilled labor coming out and thereby damning the whole enterprise, but a proper selection of the skilled help required would, on the other hand, guarantee that when it came out it would fill the bill.

The proper handling of catalogues and printed matter so as to obviate the needless waste which follows the distribution of these lines and the prompt attention, so desirable in legitimate enquiries, will also present themselves as useful ends for the agency to serve.

Without further discussing the matter it might be said at once that the prime use would be the proper display of samples belonging to Association members. Samples are only of value when they are clean, properly classified and kept up to date and handled by one who has the interests of the samples at heart. This is the traveler's method. And it goes without saying that this is the only method which ought to be pursued in handling samples to insure a careful inspection. These samples would be taken charge of, and displayed, and talked up for a nominal charge per year. Their display would undoubtedly lead to business, and business is what we are after no matter whatever else may interest us.

There only remains finances to consider. This Association went into the Index and INDUSTRIAL CANADA without any fear or trembling and they presented far greater financial risks than this new proposal, and yet both have exceeded the fairest anticipations of their promoters. It is proposed to secure small but attractive quarters, to hire as little help as possible, until actually needed, and to make the whole scheme work out its own salvation by reason of its steady growth.

The items of revenue would be whatever amount the Association might vote for the clerical work, which ought to be done at the behest of any member without any further charge to such a member, a grant from the Dominion Government, on the ground that such work is national and supplementary of the London Office, and the rentals received for the display of samples, these rentals being varied according to the accommodation required, but in no case to be excessive.

Another item would be the commissions due upon any business which might be secured, and there would, of course, be other items and resources, but the Association should lay down the unalterable law that all the revenue of the agency should belong to the Association, and the Association should meet all the expenses. It would then be quite possible to exercise complete surveillance and guarantee the members the services of the agency at cost price.

Yours truly,

R. A. DONALD.

Fire Insurance Rates

A Statement issued by the Toronto Branch, showing an extraordinary condition in fire insurance administration, and an abnormally high premium income for the Companies.

THE Toronto Branch of the Canadian Manufacturers' Association has a membership of 370. Its members carry insurance on the buildings, plant and stock of 350 different establishments, amounting to upwards of \$25,000,000, nineteen-twentieths of which is carried by companies that comprise the Canadian Board of Fire Underwriters.

Recently it has collected a mass of insurance information from its members. The enquiry was started in November, 1903, for various reasons, the two most important being complaints on the part of many members of the Branch (1) that their rates were unreasonably high, and (2) complaints from various sources that the business methods of the Toronto Board of Fire Underwriters were most unsatisfactory.

The intention at the time this enquiry was decided on was to arrange for a conference with the Toronto Board of Fire Underwriters to discuss the general question of insurance, believing that a friendly discussion would lead to a better understanding and to mutual advantage. The recent action of the Toronto Underwriters in approving of the present increase of rates compelled action without further delay.

The fact that the strength of an insurance company concerns more than the few who may be directors, office holders, or stock holders, must not be overlooked. The insured has frequently just as much and generally more at stake. A company without a sufficient reserve does not insure its policy holder against loss. It cannot be denied that recent conflagrations have seriously impaired the reserves of some of the companies. The Toronto Branch felt that as business men protecting their future by insurance, the present was opportune for underwriters and insured to discuss the problem that confronts them, with the utmost frankness.

CITY FIRE PROTECTION

The manufacturers consider it the duty of every citizen of Toronto to see that there is an adequate system of fire protection. If the citizen carries insurance, he is to a degree protected against inefficiency of fire service or equipment, but not so with the Insurance Companies.

The question of fire protection is one that requires careful study and wide experience, and it is insurance men that should be really competent to recommend the most economical and effective method of fighting fires.

The Toronto Branch considers it the duty of the Underwriters to inspect the fire fighting equipment and recommend improvements whenever necessary.

INACTIVITY OF UNDERWRITERS

What do we find? In reply to a communication addressed to His Worship the Mayor, we are informed under date of May 9th that within the last five years not one single recommendation has issued from the Underwriters and been forwarded to the City authorities.

There can only be one assumption from this fact, and that is that the Underwriters considered that the City Fire Department was satisfactory. If they did not, they are then guilty of negligence in not recommending the necessary improvements.

This statement is not unreasonable. Inspectors from the Canadian Board visit continually the towns of Canada, and if the fire protection is not satisfactory, not recommendations, but demands are made under a penalty of a change in classification. In the cities of both Canada and the United States the Fire Underwriters consider it an imperative duty to examine every detail of the fire system and when necessary, urge improvements.

In Montreal the Underwriters' Association under date of March 1st, 1904, issued an elaborate report on the fire preventive appliances of the City. The report dealt at length with the Waterworks system, the water mains, hydrants, fire engines, equipment of fire brigades, horses, alarm system, police force, etc. Under the heading "Deficiencies and Remarks" 54 different items are considered and pronounced satisfactory or otherwise.

ACTIVITY OF MANUFACTURERS

On the other hand, what has the Toronto Branch of the Canadian Manufacturers' Association done? At a meeting of the Branch Executive held January 8th, 1904, a Committee was appointed to make a full report on the City fire protection and water supply and in accordance with their report a strong resolution was passed on February 11th last, urging the City Council to endorse the recommendations of the City Engineer, of February 2nd, 1904, and of the Chief of the Fire Department as contained in his last annual report. This resolution was duly forwarded to the City Council.

On March 7th, 1904, His Worship, the Mayor, advised the Branch that the By-law to provide for the extension of the waterworks system of the City would be submitted to the property owners on March 23rd.

This letter was considered on March 10th and action was taken as follows:—

1. Every member of the Toronto Branch was urged by letter to vote and use his influence in favor of the By-law.
2. A postcard was sent to every member of the Branch the day before the voting again urging him to vote and use his influence.
3. 2,000 posters were printed and displayed in the business windows of the City.

It was without doubt owing largely to these efforts that the By-Law carried. The local Board of Underwriters that should have been most active did not, as far as can be learned, consider the By-Law sufficiently important to give it their active support.

If the Underwriters claim that the inadequacy of Toronto's Fire Protection is a reason for the recent increase in rates, their position, in view of their quiet acquiescence, is quite untenable. It is their duty to specify the improvements that they think necessary, which if they are such as meet the approval of the Toronto Branch will receive its hearty support.

METHODS OF UNDERWRITERS

The insurance rates in Toronto have never been low, and insurance men individually admit that Toronto has been a paying field for the companies. The rates have in a number of instances forced business men to place their insurance with outside companies, particularly the New England Mutuals.

Serious as high rates are, they are not the most objectionable feature the members of the Branch have experienced in dealing with the Underwriters. It is not generally known what authority the Secretary of the Board has, but it is a matter of common experience that his assurances and promises are not kept.

In the first place it is only after repeated endeavors that the Underwriters can be induced to quote a rate with modifications for improvements. When the improvements of risk asked for have been complied with, the Secretary of the Board does not hesitate to break faith with the insured, and give only a part of the reduction promised or impose other requirements before any relief is given.

INSPECTION

The system of inspection of the Underwriters is unsatisfactory. There are instances where large new buildings have been inspected in a few minutes. Further, recommendations of inspectors are not taken seriously by either the insurance agents or by the insured. In the case of the agents the expense the insured may be put to if he complies with the report of the inspector does not bring a fair return in reduction of premium; in the case of the insured, he knows that the different companies pay so little attention to the inspectors that if one company refuses to continue carrying the risk other companies will take it.

NEW METHODS NECESSARY

As long as such conditions prevail, the underwriters cannot blame the insured if he hesitates to expend large sums of money in improving his risk. They have been the cause of present conditions and rates as they existed previous to the fire. A careful scientific inspection that every company would recognize and an honest and open handed system of dealing with the insured is necessary. If it is the settled policy of the Underwriters to disregard inspection and to jockey promises of lower rates, they owe their customers more consideration.

INSURANCE IN CANADA

Underwriters have asserted that insurance business in Canada has not been profitable. The Government Returns show that for the 35 years (1869-1903 inclusive) the premiums on Canadian business were \$188,455,830, and the losses \$126,205,638. The balance \$62,250,192 has been spent on commissions, salaries, profits, etc. This sixty-two millions is 32.5 per cent. of all monies received. For the last eight years the figures are as follows:

| | Premiums
Received | Losses
Paid | Per cent. of pre-
miums paid in losses |
|------------|----------------------|----------------|---|
| 1896 | \$ 7,075,850 | \$4,137,501 | 58.98 |
| 1897 | 7,157,661 | 4,701,833 | 65.69 |
| 1898 | 7,350,131 | 4,784,487 | 65.09 |
| 1899 | 7,910,492 | 5,182,038 | 65.51 |
| 1900 | 8,331,948 | 7,774,293 | 93.31 |
| 1901 | 9,650,348 | 6,774,956 | 70.20 |
| 1902 | 10,577,084 | 4,152,289 | 39.26 |
| 1903 | 11,434,856 | 5,866,052 | 51.28 |
| Total..... | \$69,468,370 | \$43,373,449 | 63.66% |

INSURANCE EXPENSES

The average annual premium paid during these eight years was \$8,683,546; the average annual loss paid \$5,421,881. This shows an annual balance of \$3,261,865. If there have been no profits it has taken 36.34 per cent. of all monies received to pay running expenses.

In this connection statistics showing the relation of running expenses to premiums in some of the more important United States companies are interesting. The Factory Mutual Insurance Companies, whose annual income is over \$10,000,000, or greater than the income of all the companies in Canada, carried on its business in 1901 on a margin of 8.8 per cent. and in 1902 at 7.4 per cent. The Manufacturers Mutual Fire of Rhode Island, whose premium income was in 1902 \$317,500, conducted its business at an expense of 6 per cent.; the Rhode Island Mutual with an income of \$435,343 at an expense of 6.1 per cent.

To follow the United States companies further, a large stock company in New York guarantees that the expenses of the corporation will be limited to 15 per cent. of the net premiums received. Other companies operating on strict and careful business lines are paying large dividends. The Continental pays a 25 per cent. dividend and its stock is valued at \$680; the German American pays 30 per cent. and is listed at \$725; the Glen Falls pays 50 per cent. and is listed at \$1400, and so on with many other companies.

INSURANCE PROFITS

The Dominion Government Returns also show the amount paid as dividends. In 1902, the last year for which returns are

available, the nine Canadian companies paid in dividends \$215,473, or a little over 6 per cent. on the paid-up stock. Previous to this two of the largest Canadian companies had been paying larger dividends; the British American 7 per cent. and the Western in 1901 8 per cent. and for many years 10 per cent.

This would go to show that Canadian business has been profitable and that the recent increase in rates has not been made to make Toronto pay its fair share, but to recoup the companies for losses suffered elsewhere. Mr. E. H. Harrison, of the London and Lancashire Company recently stated that their company had always had excellent business in Canada, and if they took from the profits out of the Dominion the amount of £46,000 required for the Toronto fire, they still had a very fair margin of surplus left.

TORONTO PREMIUMS

The amount of premiums collected in Toronto by the insurance companies is known only to the underwriters. It is, however, much greater than is generally supposed.

In the year 1895 a committee of the Board of Trade of Toronto in discussing insurance rates with the underwriters placed the Toronto premiums at \$1,000,000. This estimate was disputed but figures were not produced to disprove the same.

In the estimate given here only that portion of the city bounded by Simcoe, Agnes, Wilton and George streets and the Bay is considered. This has been selected as that part of the city that must make up a large part of the recent United States and Toronto losses.

This unfortunate district represents only 1/17 of the area of what is described as the "congested district." The insurance on the destroyed buildings, plant and stock, was \$10,000,000. At this same valuation the insurance on the whole district would be \$170,000,000. Recognizing that a certain part of the district is not as valuable as that portion destroyed, reduce this figure to \$150,000,000, and leave the equally valuable property outside of the congested district entirely out of the calculation.

It is difficult to strike an average rate of premium by which to estimate the revenue of the companies. The Toronto Branch has on file the rates paid on 237 different city risks, and the average rate of these policies is \$1.6066 per \$100.

The average rate of premium collected in the Dominion, according to the last Government report, was \$1.46 per \$100. This rate from the figures given above is likely much below the average, but using this low rate the annual premium in Toronto on the conservative basis of \$150,000,000 would be \$2,190,000.

TORONTO RISK

Toronto has paid the insurance companies in the past exceedingly well. The rates have not been low and the average annual loss has been very small. For the last eighteen years the fire department reported losses as follows:

| | |
|-----------|---------------|
| 1886..... | \$ 280,902.00 |
| 1887..... | 74,685.00 |
| 1888..... | 215,194.00 |
| 1889..... | 134,760.00 |
| 1890..... | 487,186.44 |
| 1891..... | 210,115.93 |
| 1892..... | 220,509.15 |
| 1893..... | 195,403.67 |
| 1894..... | 152,281.91 |
| 1895..... | 1,817,374.00 |
| 1896..... | 292,256.00 |
| 1897..... | 666,621.00 |
| 1898..... | 458,331.47 |
| 1899..... | 351,307.60 |
| 1900..... | 182,334.26 |
| 1901..... | 122,126.53 |
| 1902..... | 423,544.73 |
| 1903..... | 273,696.70 |

Total fire loss, 18 years..... \$6,558,630.39

A high estimate of the amount paid by the Companies would be 90% of this figure or \$5,902,767, which equals an average annual loss of \$327,931.

Below are given the figures showing the losses as reported by the Chief of the Fire Department from 1899 to 1902 inclusive in what is termed the "congested district."

| Year | No. of Fires | Losses Buildings | Goods | Total Loss |
|------------|--------------|------------------|--------------|--------------|
| 1899 | 78 | \$ 35,628.75 | \$157,881.65 | \$193,510.00 |
| 1900 | 55 | 168,197.49 | 17,912.52 | 186,110.01 |
| 1901 | 46 | 11,482.99 | 45,190.81 | 56,673.80 |
| 1902 | 61 | 24,580.29 | 146,301.61 | 170,881.90 |
| Total..... | | | | \$607,176.11 |

Estimating 90 per cent. of this as the amount the Insurance Companies would pay, their total loss was \$546,458, which represents an average annual loss of \$138,814.

As pointed out above the average annual premium in Toronto is \$2,190,000. The difference between this and the average annual loss of \$327,931 is \$1,828,736, and this amount the companies have been taking out of Toronto annually to pay profits and expenses and losses elsewhere.

THE NEW RATE

Notwithstanding these facts the companies have thought proper to increase their premiums on the business portion of the city by an amount equal to more than two-thirds of their present income.

In what is described as the "congested district" every mercantile risk is increased by the addition of \$1.00 to the rate. Outside the congested district there is an increase of 50 cents. In addition the 15 per cent. rebate for a 75 per cent. co-insurance clause has been cancelled, and there is substituted therefor a 10 per cent. rebate for an 80 per cent. co-insurance clause.

The rate works out very unequally. Take a rate before the increase of \$1.75, with a rebate of 15 per cent. this would be \$1.48¾. This \$1.75 is now increased to \$2.75 with a rebate of 10 per cent., which makes a net rate of \$2.47½, or a net increase of about \$1.00. To consider this increase from another standpoint, a 65 per cent. rate is increased to \$1.65 or by 153.8 per cent.; a rate of \$2.75 is increased to \$3.75 or by 36.8 per cent. In the one case, the percentage increase is over four times as great as in the other.

INCREASED PREMIUMS

This increase means additional premiums on our conservative estimate amounting to \$1,500,000, which added to the present total premium of \$2,190,000 makes the annual insurance income from Toronto \$3,690,000. This astonishing figure means that Toronto will pay in insurance in three years \$11,070,000, or \$1,076,000 in excess of the recent fire loss, and this one million and seventy thousand dollars equals three times the companies' annual average Toronto loss.

This shows conclusively that policy-holders are not getting from the companies what they contracted for. The present method is to take the profits during prosperous years, and when heavy losses occur to build up the reserves by exacting exorbitant premiums from a section of the community whose risks are as good or better than they were previously.

AGENTS' COMMISSIONS

To discuss the remuneration received by the agents of the different companies is a delicate matter, but as the agents practically make up the underwriters, and as such have approved of the increase dictated largely by the Branch Managers from Montreal, it must be expected.

There is no disguising the fact that there is objection to the manner in which the rates were increased. The increase had been decided upon before the firemen had left the scene of the fire. It gave time, however, for the Montreal managers to visit Toronto and hold a meeting of the Canadian Board, and later have their decision adopted by the Toronto Board. It is much to the credit of the few members of the Toronto Board who opposed the increase and pressed for a reasonable view of the situation.

The different commissions received by the Company agents are not generally known. They range, it is said, from 15 per cent. up, with additional allowances for expenses and that an agent's average allowance would be 20 per cent. When the rate of insurance was \$1.50 his allowance would be 30 cents and when this rate was increased by \$1.00 his allowance would be 50 cents. For the agent the collection of the increased rate would not mean any extra work or expense. Now is it just or equitable for them to sit down and assess the city of Toronto an extra \$1,500,000 and at the same time vote 20 per cent. of this or \$300,000 into their own pockets?

In addition to this, hundreds of business men have increased their insurance owing to the recent fire which has benefited both the companies and the agents.

CONCLUSION

It is in the interests of the public to have these facts published. The Canadian Manufacturers' Association has not the least desire to too severely criticize the insurance companies or to call the Board of Underwriters to task. They are, however, confronted with a situation that it is impossible for them to accept.

The conditions set forth in this summary are given to the public for consideration. To consider the same, an invitation for a conference was extended by the Toronto Branch to the Toronto Board of Underwriters. Owing to the excess of business immediately following the fire, the invitation was declined, and a second invitation was not seriously entertained.

SERVED HIM RIGHT

The aggressive spirit displayed by manufacturers of the United States in competing for new business has frequently been made the subject of favorable comment. Undoubtedly Canadians can learn much by studying the methods of successful men in other countries, but it sometimes happens that they are themselves in a position to impart good wholesome advice, and when the opportunity offers, they are not slow to give it.

A case in point is illustrated by the following correspondence. A prominent member of the Association recently received from a mail order house in the United States a most unique circular letter, the opening paragraph of which we quote in full:

"We have pawed the earth, stamped the floor, frothed at the mouth, tugged at our curlless locks and repeatedly waylaid the postman day after day, and week after week, in a vain, fruitless and exhaustive effort to get an order, yes, even a reply from you to our letters, until we now find ourselves with aching temples, bald heads, bedimmed eyesight, shattered nerves, and broken constitutions, still anxiously waiting, yearning, watching, hoping and praying that the postman may at last send our hearts bounding with indescribable satisfaction and joy by handing us a letter from you containing an acceptance of our proposition on Liquid Veneer."

After modestly declining the offer of this article, and requesting to have his name struck off the mailing list, the would-be victim gave vent to his feelings in these terms:

"We understand that the New York Ice Trust have a big stock of the transparent solid on hand, and we would advise the chap who is frothing at the mouth and has the aching temples to buy a few tons of this, have it chopped up into small bits and just get inside. We are satisfied that if he will stay there for ten days his bald head and shattered nerves will not worry him for a minute—he will be at peace with mankind and enjoying pleasant company with the postmaster in the other world, where you do not have to hope, but just keep on praying with that satisfaction and joy that are so aptly described in your circular. The whole thing sounds more like one of Sam Jones' sermons to the heathen than a business proposition. In fact, to read it through carefully makes one get cold feet but there are many people on earth that we want to see get chills, and we will have the circular framed for the future benefit of the race."

The Canadian Woolen Industry

Gloomy Outlook Pictured by United States Expert

COMMENTING upon the decision of the directors of the Canada Woolen Mills to sell the property and discontinue manufacturing, the editor of the *Textile World Record* calls attention to the serious condition into which the Canadian woolen industry has been brought by a low *ad valorem* tariff. The corporation above referred to has 38 sets of cards and 251 looms at Hespeler, Carleton Place and Waterloo, and is the leading woolen manufacturing company in the Dominion. Its affairs have been managed by men of good repute and apparent competence, but its operations have been carried on at a loss for several years owing to the competition of cheap British goods. The same cause has contributed largely to the failure of other Canadian mills. Of those remaining, very many are seeing the accumulated savings of former years, as well as their original investment, leak away, though rather than face the enormous loss entailed by closing a large mill and allowing its workers to disperse, they go on losing money, hoping that better times may come.

The writer quotes one of the officers of the Canada Woolen Mills as outlining the situation as follows :

"Canadian-made woollens suffer from Old Country competition only in the matter of price. One Canadian mill turns out as many different patterns as half a dozen Scotch mills, and the Canadian manufacturers have nothing to fear when the quality and style of the goods are contrasted. The tariff preference, however, has given Old Country manufacturers the opportunity to lay their goods down here cheaper than goods could be turned out from our own factories, and the plants controlled by the company could be kept in operation only three or four days a week, which meant a loss."

Another Canadian woolen manufacturer is credited with the following statement :

"The heart of the trouble is the manufacture of shoddy. The mills in Yorkshire, England, are past-masters in the manipulation of rags, which, by the way, is a clear case of heredity, generation after generation having been employed at the same work, in the same mill, and at the same machines.

"It is publicly stated in Yorkshire that the mills in the neighborhood of Batley can make a nice looking piece of goods out of a stone wall and a dirt heap with a few rags thrown in to make a continuity.

"The clothing manufacturers of Canada naturally wish to present a low priced suit to their customers ; and they really cannot be blamed when they get a nice, sightly article, even though it is finished with British dextrine and glue. Of course there is no wear in such stuff ; but it sells just the same, to a certain class of trade.

"The shut down of the mills in question is simply owing to the manipulation of the raw material, and the change of trade conditions. Raw hands in Canada cannot compete with the past masters of England in the manipulation of shoddy, while the preferential tariff also naturally tells against the Canadian industries.

"When the United States had a 40 per cent. duty, under the Wilson bill, fully 18 out of every 20 woolen mills closed down. These plants did not start up again until some time after the Dingley tariff was put in force. This tariff gave the United States market a protection ranging all the way from 60 to 120 per cent., according to the goods manufactured. Now the Dominion Government is asking Canada to do on a 23½ per cent. protection what the United States could not do on 40 per cent."

Continuing, the *Textile World Record* says :

"All this reads like the story of the Cleveland times in this country. The Canadian preferential tariff on British woollens is but 23½ per cent., the rate on woolen goods from other countries being 50 per cent. higher or 35 per cent. The result of this preferential rate has been an avalanche of attractive cotton and shoddy goods from England, sold at ridiculously low prices. Ninety per cent. of the woollens imported into Canada comes from England. These cheap fabrics have invaded all parts of the Dominion, and merchant tailors, accepting the fact that the goods were imported from England as a sufficient guarantee of their quality, have been duped with cotton worsteds, shoddy woollens and slazy fabrics loaded and stiffened with weighting materials.

"The Canadian consumer has become imbued with the desire for cheap clothing, and the Canadian manufacturers find themselves unable to sell the better grades of goods they have been making or to reduce the quality so as to compete with the imported rubbish.

"The ruin of the Canadian mills is still more clearly explained by a comparison of the conditions there with those in the United States. Canada with a population of about 5,500,000 and a woolen duty of 23½ per cent. imports yearly woolen goods valued at \$13,702,000, or \$2.49 per capita. The United States with a population of 80,000,000 and a woolen duty at 90 per cent. imports yearly woolen goods valued at \$19,500,000 or 25 cents per capita.

"With a population sixteen times as large as that of Canada the value of the woollens we buy abroad is less than one-half more.

"Even under the Wilson tariff bill the imports of woolen goods into the United States did not exceed 64 cents per capita, the total value reaching \$49,740,000 in 1896. Under the operation of the preferential tariff the imports of woollens into Canada have grown from \$9,707,518 in 1899 to \$13,702,469 in 1903, an increase of over 40 per cent.

"As a result of the low preferential tariff the people of Canada are clothed in foreign goods, while the domestic industry is ruined. As a result of the high Dingley tariff the people of the United States are clothed in domestic goods, the high-priced imported fabrics being a proof of the purchasing power and prosperity of the people.

"The value of the woolen goods consumed in the United States is estimated at \$316,000,000, of which \$297,000,000 or 94 per cent., is made in our own mills. If woollens were coming in at the present per capita rate importation into Canada, the total imports for the United States would amount to \$200,000,000, or nearly two-thirds of the total consumption, leaving but one-third to be supplied by the mills at home. The contrast between the two countries shows the efficiency and value of our high tariff.

"There is another important consideration. Our high tariff, specific and *ad valorem*, is prohibitory on low grade goods, and allows only the high-priced fabrics to pass in, while the low *ad valorem* rate in Canada means practically free trade in cheap goods. For this reason the disproportion in the woolen imports of the two countries is still greater when rated by quantity instead of value.

"Even in the United States, woolen manufacturers are finding it difficult to keep their mills in operation, and it is plain that the condition of the Canadian industry must be without hope. The crisis there caused by opening the gates to foreign goods should carry to the United States the same lesson learned here at such fearful cost from 1892 to 1898. Experience is a good school and the experience of others is just as good as our own and a great deal cheaper. Let us 'stand pat.'"

Transportation Department

COAST RATES AND BRITISH COLUMBIA IMPORTS (NOT INCLUDING YUKON)

THE following figures, representing the value of importations from the United States into British Columbia (not including the Yukon) and the quantities (where given) of each commodity, have been obtained for the information of the Association. These figures are not submitted to show in what respect discriminatory rates to the coast cities from Eastern Canada are operating to the disadvantage of the eastern manufacturer. Enquiry may develop the fact, in connection with, at least, some of the commodities, that the shipments from Eastern Canada might be augmented but for the discriminatory rates. It is not contended that the adjustment of the rates from Montreal, Toronto, etc. to the basis in effect from New York, Boston, Buffalo, Pittsburg, etc. would immediately result in an increased revenue to the Canadian Pacific Railway, compensating it for the adjustment of its rates to the United States basis. It is contended that the general effect upon the trade would be good, and that the ultimate result following upon this healthy Canadian policy would not be otherwise than satisfactory.

This Association's objections to the present discriminatory rates have been filed with the Board of Railway Commissioners. Doubtless, action will be taken as soon as the Board secures its railway expert.

It is worth pointing out that while the Canadian Government is making every reasonable effort to increase the foreign trade of this country, as witness the subsidies paid to various sea-going vessels (also the arrangement recently arrived at by the Governments of Mexico and Canada) to extend the trade of Canada in foreign countries, the Canadian market is to some extent preserved for foreign competitors by an unfortunate conception of railway managers as to what will at once build up Canadian railways and tributary industrial interests.

PARTIAL STATEMENT OF BRITISH COLUMBIA IMPORTS (DUTIABLE) FROM THE UNITED STATES FOR FISCAL YEAR ENDING JUNE 30th, 1903

| | | Value. |
|--|---------------|-----------|
| Ale and Beer (bottles and casks)..... | 119,833 gals. | \$ 49,044 |
| Baking Powder | 172,901 lbs. | 50,902 |
| Brass Goods ..... | ..... | 24,500 |
| Buttons ..... | ..... | 1,400 |
| Candles | 263,289 lbs. | 27,720 |
| Carriages and Waggon's | 354 | 20,585 |
| Railway Cars and Parts..... | ..... | 28,837 |
| Cash Registers | 57 | 8,686 |
| Cordage | 114,681 lbs. | 13,410 |
| Corsets..... | ..... | 5,445 |
| Cotton Fabrics, Dyed or Colored..... | 148,710 yds. | 12,992 |
| Clothing ..... | ..... | 14,412 |
| Acids | 204,939 lbs. | 7,386 |
| Electric Goods and Apparatus ..... | ..... | 106,700 |
| Furniture (House and Office) ..... | ..... | 29,841 |
| Glass Jars, Chimneys, etc..... | ..... | 18,811 |
| Gloves and Mitts ..... | ..... | 19,785 |
| Grease, Axle | 232,071 lbs. | 6,090 |
| Rubber Goods, Boots, Belting, Packing
Hose, etc. | | 71,390 |
| Honey | 25,823 lbs. | 3,329 |
| Ink, Writing and Printing ..... | ..... | 7,676 |
| Agricultural Implements, Cultivators,
Drills, Harrows, Harvesters, Horse
Rakes, Mowers, Plows..... | | 27,150 |
| Spades, Shovels..... | ..... | 4,513 |
| Cast Iron Pipe ..... | ..... | 5,513 |
| Pipe Fittings (Iron)..... | ..... | 36,299 |
| Gasoline Engines | 13 | 3,003 |
| Steam Engines and Boilers..... | 48 | 34,765 |

(From Great Britain 6—\$34,535).

| | | Value. |
|--|----------------|---------|
| Portable Engines | 17 | 18,509 |
| Hardware, Builders, Saddle, etc. .... | ..... | 25,223 |
| Locks, Iron ..... | ..... | 6,298 |
| Ore and Rock Crushers ..... | ..... | 26,840 |
| Portable Saw Mills | 9 | 1,189 |
| Sewing Machines | 377 | 6,866 |
| Typewriting Machines..... | 113 | 6,594 |
| Machinery, N.O.P. .... | ..... | 211,412 |
| Nails and Spikes, Cut & Railway Spikes | 191,594 lbs. | 5,086 |
| Fish Plates, Tie Plates | 619 tons | 26,577 |
| Tubing, Plain or Galvanized, over 2 ins.
in diameter..... | 135,334 lbs. | 32,969 |
| Under 2 ins. in diameter..... | 50,683 lbs. | 3,725 |
| Other Iron or Steel Tubes or Pipes | 49,253 lbs. | 15,298 |
| Wire Bale Ties ..... | ..... | 2,684 |
| Wire, Cotton Covered..... | 57,508 lbs. | 9,112 |
| Wire Rope Clothes Lines, etc. | 200,933 lbs. | 19,108 |
| (From Great Britain 595,205 lbs.—\$44,516). | | |
| Nuts, Washers, Bolts, etc. (Iron) | 180,397 | 9,582 |
| Adzes, Cleavers, Hatchets, Hammers.. | ..... | 6,323 |
| Axes, Saws..... | ..... | 55,369 |
| Files, Rasps ..... | ..... | 4,562 |
| Tools, Hand and Machine N.O.P. .... | ..... | 38,111 |
| Iron and Steel (N.O.P. as per Customs
Returns) | | 93,659 |
| Boots and Shoes..... | ..... | 51,635 |
| Harness and Saddlery ..... | ..... | 3,987 |
| Leather Belting..... | ..... | 4,753 |
| Malt..... | 88,960 lbs. | 67,182 |
| Lamps, Lanterns..... | ..... | 22,083 |
| Condensed Milk..... | 62,900 lbs. | 4,042 |
| Mineral Asbestos, Manufactured..... | ..... | 5,453 |
| Mixed Paints, Prepared..... | 41,476 lbs. | 3,855 |
| Dry White and Red Lead and Zinc,
White | 211,619 lbs. | 9,217 |
| Printing Papers, (N.E.S.)..... | 141,904 lbs. | 8,943 |
| Wrapping Paper..... | 173,538 lbs. | 5,587 |
| Trees and Shrubbery (Nursery Stock)... | 53,618 pieces | 6,814 |
| Butter | 88,771 lbs. | 20,639 |
| Cheese | 47,599 lbs. | 8,041 |
| Lard..... | 129,065 lbs. | 16,013 |
| Bacon, Hams and Sides..... | 1,555,477 lbs. | 221,085 |
| Canned Meat and Poultry..... | 244,593 lbs. | 27,801 |
| Dried or Smoked Meats..... | 268,551 lbs. | 37,233 |
| Sauces, Catsup, in Bottles..... | 8,099 gals. | 10,005 |
| Sauces, Catsup, in Bulk..... | 7,740 gals. | 2,190 |
| Soap..... | ..... | 15,141 |
| Tinware, Plain..... | ..... | 26,971 |
| Canned Vegetables | 716,661 lbs. | 27,935 |

We imported duty free during the same period \$153,897 worth of mining, smelting and reduction machinery.

The Transportation Department will be glad to receive any information respecting the effect upon Pacific Coast business from Eastern Canada. Information will be considered confidential.

CAR SUPPLY BETWEEN CONNECTING RAILWAYS]

A matter of importance to industries situated at non-competitive points in Canada, more particularly those at non-competitive points in Ontario on the line of the Grand Trunk Railway, is the difficulty of securing a supply of cars for shipments going to points on connecting railways, points for example, on the Canadian Pacific Railway.

The delay, in securing cars, to which manufacturers have had to submit is in some cases distressing, and explanations are rarely made that would palliate what is either a want of system on the part of the railway companies, or indifference to the needs of manufacturers. Orders are frequently placed at points on the Grand Trunk Railway for cars to load for stations in the Western Provinces and elsewhere. What system is followed in communicating the requisitions to the Canadian Pacific Railway? It is possible that the Grand Trunk Company may make an effort to supply the requisitions from the stock of Canadian Pacific cars

moving on their lines, or from the C. P. R. cars due to arrive empty or be made empty on their system. In this latter case, how long does the Grand Trunk Company wait for these cars to be made empty or to arrive empty before (failing in their expectations) they communicate their requisitions to the Canadian Pacific Company?

The manufacturers subject to these delays are not behind the scenes. They cannot understand the delays. It is annoying to have their stock ready for shipment, crowding possibly their limited warehouse accommodation, or laying them open to all kinds of protests from consignees. Delays of this nature must result in a loss of revenue to the railway companies. Perhaps the delay may seem unimportant to the railway companies, as the business has to be moved. Obstacles placed in the way of the manufacturers, either limiting their output or retarding their business, result in a reduced consumption of manufactured commodities, and reduce the revenue of the railway companies. It is a good argument to urge that the railway companies are as anxious

THE NEWFOUNDLAND EXCURSION

Most of the details have now been completed in connection with the excursion to Newfoundland and the Maritime Provinces, which is to be made under the auspices of the Association next month. A wide interest has already been manifested in the event, and everything points to the holding of one of the most successful and enjoyable trips ever arranged in Canada.

The fact that the excursion will be under the management of the well-known tourist house of Thos. Cook & Son, should in itself be a sufficient guarantee of the excellence of all the appointments. An option has been secured for the exclusive use of the Dominion Atlantic Co.'s Twin Screw S.S. "Prince Edward," which is said to be one of the fastest and most beautiful boats in the Atlantic coast service.

The itinerary provides that the boat will sail from Montreal on Saturday, July 2nd, 1904, at 12 o'clock noon. Going down the St. Lawrence, the first call will be at Three Rivers, then on to the



S.S. "PRINCE EDWARD," CHARTERED FOR NEWFOUNDLAND EXCURSION.

to move the business as are the manufacturers, and if the railway has the cars to supply and does not supply them, that the daily earning capacity of the car is reduced by just the extent of the delay; but it is within the knowledge of manufacturers that Canadian Pacific cars have been ordered for shipments from non-competitive Grand Trunk points while cars were on the Canadian Pacific System waiting for loads.

There is room for improvement in this system of interchange which the car departments of the two roads should take seriously in hand.

Another matter which occasionally crops up is the question, which of the interchanging roads should supply the equipment for carload interchange traffic? It is natural that occasions should arise when congested traffic would make it judicious for railways to retain their rolling stock for local uses, but it should be possible to make some arrangement, into which mileage would enter as a factor, for supplying cars for interchange carload business that would not leave the shippers without cars while the railway car departments discuss the obligation of their respective companies to supply the cars.

ancient capital of Quebec. After touching at Rivière du Loup, Rimouski and Father Point, the Gaspé Peninsula will be skirted, and brief stops made at Gaspé Basin and Percé. From there the boat will cross over to Prince Edward Island, visiting the pretty little cities of Summerside, Charlottetown and Georgetown. Passing up the west side of Cape Breton, a course will be laid for Newfoundland, the real objective point. Port aux Basques, an important railway terminal at the south-west end of the Island, will be the first stopping-place, then on to the little Island of St. Pierre, which has figured so prominently of late in connection with the French Shore Question, and finally around Cape Race to St. John's. A stay of four or five days will be made here, in order to afford excursionists an opportunity not only to see something of the magnificent scenery which has given to Newfoundland the name of a Tourists' Paradise, but also to become acquainted with the timber, mining and fishing resources which constitute the most valuable assets of the colony. All the arrangements at the St. John's end are being left in the hands of the Reid Newfoundland Co., who may be relied upon to provide a most delightful program.

At Halifax and St. John, N.B., receptions will be tendered

the excursionists by local members of the Association, some of whom, it is hoped, will join the party.

On the return journey a stop will be made at Sydney, Cape Breton, and the beautiful Bras d'Or Lakes, and those desiring to do so will be given an opportunity to visit the interesting works of the Dominion Iron & Steel Co.

The above represents the itinerary so far as it has been arranged, but more complete details, showing side trips, etc., will be placed in the hands of the excursionists on June 15th. The whole trip, it is expected, will occupy about three weeks.

The steamer "Prince Edward," of which an illustration is given, was built in 1897 by the Earles Shipbuilding Co., of Hull, England. Her length over all is 276 ft., her beam 33 ft., and when laden she draws 11 ft. of water. She is built exclusively for passenger trade. Her state-rooms are said to be the perfection of luxury, while her appointments in the way of bath rooms, music saloons, smoking rooms, dining facilities and cuisine are second to those of no trans-Atlantic liner. Her speed is from 18 to 19 knots per hour.

TRADE CATALOGUES

"Power Transmission Economics" is the title of a monthly bulletin, published in the interests of The Dodge Mfg. Co. of Toronto, Ltd. With the April number this enterprising firm brought to a successful conclusion the first volume of their attractive little paper. As an advertising medium it would appear to be rather costly, though such a method undoubtedly has its advantages for the manufacturer who wishes to make a lengthy announcement every month. The Dodge Mfg. Co.'s paper is well gotten up, and is the means of making known much interesting and useful information with regard to their wood split and iron split pulleys, shaftings, couplings, etc.

Sectional Catalogue No. 15, issued by Sheldon and Sheldon, of Galt, Ont., illustrates a number of the types of steel plate planing mill exhausters, shavings separators, blast gates, etc., which they manufacture. Accompanying it they have sent out a neat little booklet, containing a list of the various factories where their machines may be seen in operation. To judge from the formidable array of satisfied customers, this firm must be turning out a first-class line of goods.

The thanks of the Association are due to the Library Bureau of Canada, one of our newest members, for their kindness in connection with the fitting up of the temporary office of our Transportation Department in Ottawa. Mr. Flinterman, their manager, has been good enough to supply a four section vertical filing cabinet, which is a very handsome as well as a very useful piece of furniture. It is not often that attentions of this sort come the way of our officers, but when they do they are all the more appreciated.

Mr. Flinterman has also forwarded to the Head Office at Toronto a complete set of the firm's catalogues, together with a number of smaller booklets and folders. Their catalogue of library furniture and equipment is a beautiful cloth bound volume of over 200 pages, printed on coated paper and profusely illustrated with half-tones. Uniform with this in size of page, are six other catalogues bound in heavy paper covers, dealing with the application of card indexes and loose leaf ledgers to various lines of business. Each of these is brimful of valuable suggestions along the line of office system, the whole forming a most attractive and useful collection.

"Standard Crushing Rolls" is the subject of a special bulletin issued by the Jenckes Machine Co., Ltd., of Sherbrooke, Que. It illustrates a number of types of roller crushers, and gives some useful suggestions with regard to their operation. Interested parties may have a copy mailed to any address upon request.

A lucid description of the mechanism and operation of the Improved Typograph is contained in the catalogue received from the Canadian Typograph Co., of Windsor, Ont. While appealing more particularly to printers, the material for this booklet has been written up in such an entertaining way as to prove of interest to almost anyone. A statement is given of the records established in different newspaper offices by operators on this machine, some of them running up an average of over 5,000 ems per hour. Over sixty printing offices in various parts of Canada are now using the Improved Typograph, and a number of well-known firms testify to the entire satisfaction which it has given.

A great deal of care is evidenced in the preparation of the catalogue of the Penberthy Injector Co., another Windsor firm that has recently sent its contribution to the Association Library. They manufacture all kinds of injectors, oilers, grease cups, water gauges, gauge cocks, lubricators, steam gauges, ejectors, valves, etc. In the case of each of these an immense amount of detail is given with regard to measurements and other specifications, so that one is enabled to order by mail, with the utmost exactness, almost any kind of brass fitting required. A large amount of general information and miscellaneous instructions are given at intervals through the book, which on the whole should prove of great value to every user of machinery.

A handsome new catalogue has just come to hand from The Geo. B. Meadows, Toronto Wire, Iron and Brass Works Ltd., showing a variety of designs of wrought iron fencing. It is a book of some 48 pages, printed on fine coated paper, with an attractive cover design in three colors, which we understand is the work of a Toronto artist, Mr. Frederick Coyne. It represents a brawny Canadian smith forging an iron scroll on the anvil, while surrounding him, on the margins of the cover, are some excellent illustrations of the product of his work. On the title page is shown a splendid example of an ornamental iron lamp, with the legend "Made in Canada" conspicuously displayed. Taken all through, the book is a most creditable production, and reflects great credit on the enterprising firm who published it.

The Goldie & McCulloch Co., Ltd., of Galt, Ont., have issued a circular containing a short description of the two engines recently built by them and placed in the Victoria Avenue sub-station of the Cataract Power, Light and Traction Co., Ltd., of Hamilton, Ont. These engines are shown to possess many new features well calculated to meet the severe requirements of modern central station practice. A copy will be gladly furnished to any electrical or steam engineer writing the firm for it.

RAILROADS GIVEN EXTENSION OF TIME

An extension of time has been granted by the Board of Railway Commissioners with respect to the filing of tariffs as provided under Section 311 of the Railway Act of 1903. This section reads in part: "But in order to allow time for companies to comply with this Act in respect of tolls, tolls may be charged under the law as it stood immediately before the coming into force of this Act until three months after this Act come into force, or until such later date as the Board may order in any case, or by regulation fix and allow."

The Board has notified the railway companies that the time for filing tariffs has been extended until November 1st. This does not mean, however, that the Board may not call at any moment for any tariff or tariffs with respect to the rates of which complaint may have been made by the shipping public. The extension has been made largely to suit the convenience of the Board itself, and tariffs, whether discrimination has been charged or not, may still be called for by the Board at any time.

★ Scientific Notes ★

HOW PAPER CAR WHEELS ARE MADE

JUST what a paper car wheel is and how it is made is thus explained editorially in a recent issue of *Railway and Locomotive Engineering*:

"The material of a paper wheel is a calendered rye-straw board or thick paper made specially for the purpose at the company's paper mills. This is sent to the works in various sizes suitable for the dimensions of the wheel centre to be made. The first operation is for two men standing beside a pile of the boards to brush over each sheet a coating of flour paste, until a dozen are pasted into a layer. A third man transfers this layer to a hydraulic press, where a pressure of five hundred tons or more is applied. After solidifying under this pressure for two hours the 12-sheet layers are kept in a drying-room heated to a temperature of 120° F. Several of these layers are in turn pasted together, dressed, and given another drying. This is kept up until a circular block is formed containing from 120 to 160 sheets, varying from 4½ to 5½ inches in thickness, and as compact as seasoned hickory. The blocks are then turned in a lathe slightly larger than the tire, and the hole is bored for the cast-iron centre. In turning, the paper blocks make a shaving that resembles strips of leather. The centre and the tire are forced on under a powerful hydraulic press.

"The average life of the tire of a paper wheel is about 300,000 miles. That represents about 1¼-inch wear. The centres do not seem to be affected by service, and they are always good for renewal of tires unless some accident happens to them."

THE IMPROVEMENT OF BOILER FEED WATER

All manufacturers are interested in this question, as upon it depends largely not only the economy of steam production, but also the length of a boiler's life.

All naturally-occurring waters contain matter in solution, and many of the substances thus found are injurious to boilers.

There are three respects in which natural waters may be objectionable or impracticable for steam making:

1. They may be corrosive.
2. They may foam or prime.
3. They may form scale.

CORROSIVE WATERS are not common. Sea-water, western prairie waters, alum springs, mine waters, and waters receiving the acid wastes from certain factories are all corrosive. Although these waters are not all of acid reaction, they all contain acidic constituents which are enabled, by the conditions which exist within the boiler, to dissolve the iron of which it is made. To overcome this trouble, soda is successfully used; but great care must be taken to avoid using an excess, which would cause other troubles.

FOAMING WATERS are much more common, and frequently present problems of great difficulty. Foaming may be caused:

1. By having too large a quantity of sodium salts in solution.
2. By the presence of grease with lime or soda.
3. By the presence of any solid matter in suspension.

Since caustic soda and lime are amongst the most available reagents for softening water, and at the same time amongst the ingredients of water that cause foaming, care must be taken not to use too much of either of these alkalis.

SCALE is deposited from hard waters. It is formed chiefly from the lime and magnesia salts that are dissolved in the feed-water. These are deposited during heating and evaporation, and form crystalline coatings, of which the hardness varies according to the chemical composition.

A water is said to be hard when it contains more than 7 grains of mineral matter per gallon, that is, 100 parts per million. The

terms permanent and temporary have reference to whether or not the hardness persists after boiling the water. Permanent hardness is generally due to the presence of calcium or magnesium carbonate or magnesium sulphate. Temporary hardness is due to calcium bicarbonate. Sodium sulphate or chloride may be quite largely present in either kind of hard water. Sodium bicarbonate may exist along with temporary or with some forms of permanent hardness, but, although it may exist in cold solution along with calcium sulphate, these salts are not generally found together in natural waters.

The following reagents on the ground of cheapness and efficiency are available for softening hard water:—quick-lime, soda-ash, and caustic soda. It is to be hoped that barium, as hydroxide or oxide, may become available in the near future, as it would supply a real need. It is at present too expensive.

In order to use any of the above mentioned softeners for boiler feed water, it is necessary that one should know the composition of the water that he is using. If the body of water that the supply is drawn from is very large it will not be necessary to have the water examined very often, but if on the other hand the body of water is small, it will be found necessary to have the water examined two or three times a year.

Reports from eleven countries show that the mean cost of treating the water is 6½ cents per 1,000 gallons. The most successful method is that of treating and settling the water before it enters the boiler. Where this is impracticable, some of the reagents may be introduced into the boiler itself, but the results are not as good.

The above is an abstract of an exhaustive paper on the subject by Mr. A. McGill. The paper is eminently practical, and contains references to original papers on the various aspects of the question, as published by many leading authorities. Mr. McGill gives a full account of the causes and cure of all the many troubles arising from impure feed-water. Very full analytical and general data are given, and the whole subject is treated with great clearness and simplicity. The paper was read before the Canadian Section of the Society of Chemical Industry, in February, and the full text is published in the Society's Journal of April 5, 1904.

NITROGEN SALTS FROM AIR

One of the most valuable fertilizers known to mankind is the gas called nitrogen. It constitutes about four-fifths of the air we breathe, so there is practically an inexhaustible supply of it. The difficulty however has always been to get at it. Most plants absorb it, and in this way it enriches the soil in which they grow, but the average farmer has found this process of fertilization too slow, and has supplemented it by the use of nitrogen salts, or nitrates as they are called, obtained mostly from Chili.

It now seems likely that this Chilian product will be driven out of the market as the result of a discovery recently made in connection with the manufacture of acetylene gas. To obtain this gas, calcium is fused with charcoal in an electric furnace. It was found when a current of nitrogen gas was admitted to the furnace that it combined with the materials present to form a granular substance, containing from 10 to 22 per cent. of pure nitrogen. Upon further treatment this was refined so as to yield 66 per cent. of nitrogen. The only difficulty in the way of making the process a practicable one seemed to be the introduction of a sufficient quantity of nitrogen gas into the furnace, but this was easily arranged by passing a current of air over hot plates of copper, which burned the oxygen, and allowed the nitrogen to enter the furnace in an almost pure state.

The resultant salt may be used for a great variety of commercial uses. Out of it the chemist may manufacture sulphate of ammonia, which is exceedingly precious as a fertilizing agent, or he may transform it into cyanides, which are employed in the extraction of gold as well as in many other ways, or he may use it as a basis for explosives, such as nitroglycerine and guncotton.

The whole process of obtaining this salt is so simple and so inexpensive that it is likely to come into general use wherever cheap power is available for running electric furnaces.

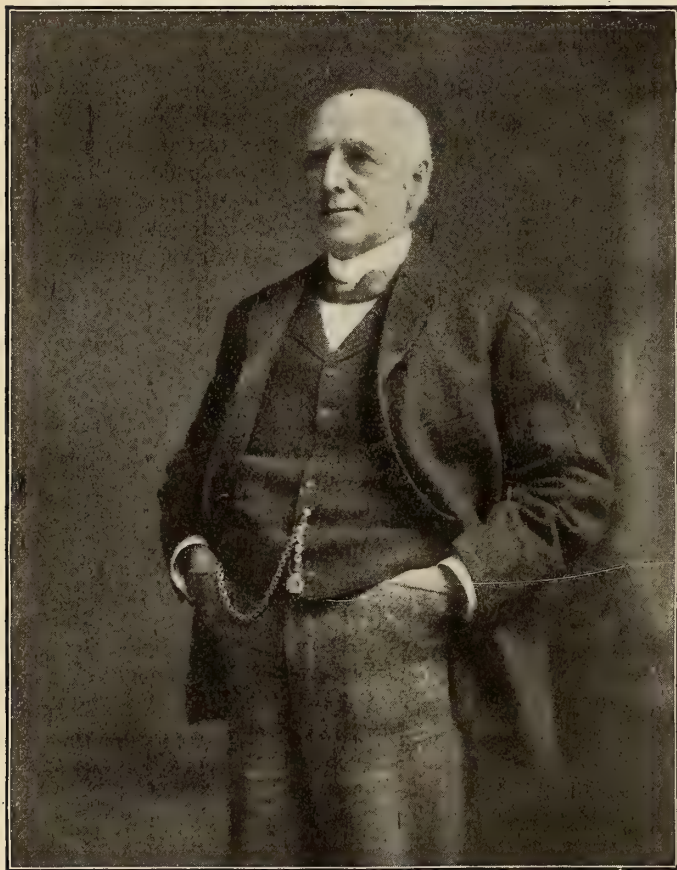
Industrial Activities OF THE MONTH



Contributions of interesting news items are invited

THE MANUFACTURERS OF CANADA

Ezra Butler Eddy was born on the 22nd of August, 1827, near Bristol, Vermont. He was educated in the district school, and commenced his business career in New York. Removing to Burlington, Vt., in 1851, he embarked in the manufacture of friction matches. Three years later he settled at Hull, Que., where he erected factories and warehouses that have gradually grown until they now form the most extensive plant of the kind in the British Colonies. In 1856 he added to his business the manufacture of woodenware and in 1892 he went into the manufacture of paper. The works at Hull provide employment for over 2,000 hands, and are among the most flourishing in the country. Since 1886 the business has been carried on under the name of The E. B. Eddy Co., Limited, of which corporation he is the President.



NO. 2. —MR. E. B. EDDY.

From 1871 to 1875 Mr. Eddy represented Ottawa County in the Quebec Legislature. Though repeatedly invited since then to accept safe seats in Parliament, and to join the Senate, he has steadily refused to re-enter political life.

Mr. Eddy possesses an indomitable spirit that does not seem to know the meaning of the word defeat. Twice he has seen his magnificent plant almost wiped out of existence by disastrous conflagrations. Misfortunes of this kind might well have caused a less determined man to lose heart, but they have only spurred Mr. Eddy on to more ambitious efforts. On each occasion, with characteristic energy, he has thrown himself into the work of reconstruction, until to-day his enormous business is more firmly established than ever it was before. In his factories at Hull he now possesses unequalled facilities for manufacturing paper and all kinds of high grade woodenware specialties, while the well-known qualities of his matches have made the name of Eddy a household word from one end of Canada to the other.

THE Martin-Orme Piano Co., Limited, is the name of a new firm that has been organized to take over the business of The Martin & Stanley Piano Co., of Peterboro. Mr. Frank Stanley has left the Company, his place being taken by Messrs. Geo. L. and Matthew Orme of Ottawa. It is understood that the plant will be moved from Peterboro to the Capital City.

A fine large factory has recently been erected by the Edmonton Tent and Mattress Co., who now have the best equipped plant of the kind in the North-West. They report considerable difficulty however in securing competent help, and are in need of a number of first class mattress makers and upholsterers.

J. W. Cumming, of New Glasgow, N.S., has installed a new bolt cutter and a power hammer of the most modern type in his already extensive machine shop. His output is steadily increasing and he finds it necessary to take on new hands from time to time.

The Griffin & Kidner Co., Ltd., of Hamilton, Ont., are now occupying large new premises, with ground floor offices. They have added to their plant a Mergenthaler linotype and a large cylinder press, which places them in a position to fill promptly all orders for book and job printing and bookbinding.

The Wallaceburg Sugar Co. are making preparations to turn out nearly three times as much sugar this year as they did in last season's run.

D. Graham, Sons & Co., of Inglewood, Ont., recently started another set of 60 in. cards in their knitting mill. They make pure wool goods, and have had a fair share of orders for the fall trade, though in common with other woollen manufacturers they complain of the competition of foreign makers. Their plant was entirely destroyed by fire over a year ago, but their new factory is now completed, and is said to be thoroughly up-to-date in every respect.

Arrangements have been perfected for the amalgamation of Collas, Whitman & Co., Ltd., of Halifax, with Messrs. Chas. Robin, Collas & Co., Ltd., of Jersey, English Channel. A charter will shortly be applied for under the Dominion Act. It is expected that the change of management to Halifax will bring about considerable increase in the present large general trading and fish exporting business as carried on by these two concerns.

The electrolytic lead refinery of the Canadian Smelting Works at Trail, B.C., is now in full operation. The lead product is going to Eastern Canada, the fine gold bullion to the Seattle Assay Office, and the silver to China. They are producing blue-stone (copper sulphate) as a by-product, which finds a ready market in the N. W. T. for pickling grain. It is also proposed to produce extra pure and special leads for special purposes.

The National Table Co's. factory at Owen Sound, which was partially destroyed by fire early in January, has been rebuilt, and is once more in running order. Their capacity has been largely added to by the installation of a 250 h. p. engine.

Great improvements have recently been made to F.E. Came's foundry in Montreal. Commodious offices have been erected at the works, which are now being occupied instead of the old offices in the Temple Building. A siding has also been laid in to the plant, adding very materially to the shipping conveniences.

W. C. Crawford, of the Handle and Turning Works, Tilbury, Ont., reports an exceptionally busy spring, and states that it has been necessary to increase the capacity of his plant by 50 per cent. in order to take care of the growing trade.

Since the first of the year Mr. T. Drew Smith has been filling the position of Secretary-Treasurer of the D. W. Karn Co. of Woodstock, Ont., instead of E. C. Thornton, who has removed to Listowel.

The Sun Portland Cement Co. of Owen Sound are making extensive alterations in their system of manufacture. A greatly increased capacity will be provided for.

The Toronto Liquid Carbonate Co., Ltd., write that the demand for their Prize Brand of liquid carbonic acid gas is constantly increasing. Large quantities of this gas are now being used by fruit growers as a motive power for spraying machines, who claim that its action on plant life, as it escapes from the insecticide solution, is very beneficial.

A new departure in the substitution of a wire barrel hoop for the old-fashioned hoop of elm has been introduced by the B. Greening Wire Co., of Hamilton, Ont. Great difficulty has been experienced by coopers of late in procuring a sufficient supply of suitable material for the wooden hoop, so that the appearance of this new device upon the market has been most opportune. It is made of from 9 to 12 gauge steel wire, rounded into a perfect circle, so that it will slip down into place over the barrel without binding at any particular place.

The Toronto Electrical Works Co., Ltd., have begun the manufacture of the most modern type of time recorders, for time and cost keeping, as well as dial or pointer clocks and watchman's time detectors, for magneto or battery system.

Dr. Daniel Spencer, LL.D., Citizen Building, Ottawa, has been appointed the Canadian representative of the *Magazine of Commerce*, London, England.

Good progress is being made on the new paper mill of the Cornwall Paper Company at Mille Roches, near the town of Cornwall. It is the intention of the company to expend \$125,000 in buildings and equipment. A large gang of men are steadily at work, and it is expected that the mill will be ready by October.

T. A. Lytle and Co. will erect a factory on Dundas Street, Toronto, for manufacturing pickles and vinegar.

The Petrie Manufacturing Co., whose plant at Guelph was destroyed by fire some two months ago, have decided to move to Hamilton. Favorable arrangements have been made with the City Council with regard to their assessment, and it is understood that they will begin the erection of a factory on Lottridge St. at once.

The hoop and heading mill at Sand Point, Ont., owned and operated by Church & Bro. of New York, was completely destroyed by fire early in May. The loss is estimated at \$25,000.

T. W. Barnes and William Brown, of Hampton, N.B., have secured the building formerly occupied by the Ossekeag Stamping Co., and will instal machinery for the manufacture of pails, tubs, etc.

A movement is on foot at Sydney, C. B., to organize a company to engage in the manufacture of boots and shoes. A working capital of \$35,000 will be furnished by the local men who are interested. The secretary of the company is A. M. Crofton.

The Hamilton Bridge Works Co. have decided to replace their old building, which is over 400 feet long, with a modern structure of cement and steel, similar to the addition which they erected last year.

An immense floating dry dock is to be built on Burrard Inlet, B. C., by the Vancouver Dry Dock and Ship Building Co. The contract for the steel work has been let to an English firm, and the material will be shipped to Vancouver via the Suez Canal.

The factory of the Skinner Company, Gananoque, Ontario, manufacturers of harness and carriage hardware, was destroyed by fire on May 10th, involving a loss of \$75,000.

Mr. O. G. Anderson, formerly head of the Anderson Furniture Co., of Woodstock, Ont., has decided to erect a large factory in Casselton, N.B., for the purpose of supplying the export trade. He expects to employ about 200 hands.

A rumor is current to the effect that the building started by the Sugar Company at Peterboro, Ont., will be completed with a view to utilization as a large tannery. The local conditions are said to be particularly favorable for such an industry, and the town is in hopes that the project will materialize.

The Sutherland-Innes Co., Ltd., of Chatham, are making arrangements for the erection of a cooperage mill at Thamesford, Ont.

The Regina Planing Mills Co. are about to erect a planing mill and sash and door factory at Regina, N.W.T.

William Braid, Robert Kelly and F. Burnell, of Vancouver, B.C., propose building a distillery in that city, the main building to be 175 x 60 ft., three stories high, with three other smaller buildings adjoining. The estimated outlay is \$75,000.

The Daly Reduction Co. have purchased from the Dominion Government 130 acres of land near Hedley, B.C., upon which they will erect a smelter. It is the intention of the company to make ample provision for expansion, as soon as it will be justified by railway and other conditions.

The businesses heretofore carried on by the Canadian Bullock Electric Mfg. Co. and the Canadian Engineering Co., have been taken over by a new concern which is undoubtedly one of the strongest electrical and machinery companies on the continent. Besides the above, several important United States firms have been included in the amalgamation, which is to be known as Allis-Chalmers-Bullock, Ltd. Their Canadian head office and works will be in Montreal, with branch offices at Toronto, Winnipeg, Halifax, Vancouver and Rossland.

The Rat Portage Lumber Co., Ltd., of which Mr. D. C. Cameron, M.P.P., is president and manager, has recently completed a modern saw mill at Winnipeg. The plant comprises besides a saw mill, a planing mill, box factory, sash and door factory and dry kilns.

The Amherst Foundry Co., Amherst, N.S., have added to their establishment an enamelled ware department, which furnishes employment for 50 additional men. They are the pioneers in this business in the Maritime Provinces. They will manufacture bath tubs, sinks, preserving kettles, and an extensive line of smallwares.

A gas plant with a capacity of 50,000 cu. ft. per day has been added to the factory of the Acme Can Works, Montreal.

The Goldie & McCulloch Co., of Galt, Ont., have prepared plans for large new boiler shops, which it is understood will be started at once. They will be 300 ft. long, built of steel, and will be equipped with the most modern machinery for manufacturing boilers.

Hon. W. C. Edwards and others have organized a company to be known as The Cascapedia Mfg. and Trading Co., with a capital of \$2,500,000. They have negotiated for large pulp and timber limits in Bonaventure County, Quebec, where it is understood they will build a mill for the manufacture of both pulp and paper.

Walsh Bros., of Halifax, have recently completed their factory building, and are now at work with modern machinery turning out all kinds of ornamental glass.

Among the incorporations announced in the last issue of *The Ontario Gazette* are:—Rolph & Clark, Ltd., Toronto, capital \$500,000; Walker Steel Range Co., Windsor, capital \$75,000; Cornell Brewing & Malting Co., Lindsay, capital \$40,000; Reid Featherbone Mfg. Co., London, capital \$20,000; Niagara Falls Milling Co., Niagara Falls, capital \$50,000; J. Curry Co., Toronto, capital \$50,000; W. B. Reid Co., Toronto, capital \$40,000.

The increasing business of the Massey-Harris Co., in Winnipeg, has made it imperative that they should have increased space both for displaying and storing their implements. They are planning, therefore, to erect a commodious showroom on their present site. It will be five stories high, and one of the finest buildings in the city.

The factory of the Shediak Boot and Shoe Co. was completely destroyed by fire on May 10th. The total loss is placed at about \$35,000.

The Mica Boiler Covering Co., Ltd., Montreal, have been the successful tenderers for the insulation work in most of the important buildings erected in that city during the past two years. Their English house seems to have been equally successful, having secured the lion's share of the insulation for the Admiralty Office. It is understood that they are now erecting new works at Widnes, Lancashire, in order to take care of their growing business in England.

An order for 7,000 ft. of both single and double leather belting has been given to Sadler & Haworth, of Montreal, by the International Portland Cement Co., in connection with the equipment of their new plant at Hull, Que. A similar order was given to the same firm about a year ago by the allied company at Durham, Ont.

Owing to the strike of the house painters in Montreal, there has been a remarkable increase in the demand for mixed paints. The Canada Paint Company report that the business of their liquid paint department has received a tremendous impetus from this cause. A number of contractors are now using their prepared paints, as they find that they can be applied successfully by anyone of common sense who can handle a brush.

The Macdonald Manufacturing Company, Limited, Toronto lithographers on tin and ironware, are sending to their many customers a sample of their work in the form of a lithographed metal calendar. It is exceedingly well finished, and suggests the possibility of this class of work for advertising purposes. In order to handle effectively a big increase in business, this firm will erect at once a new five-story building, 62 x 140 ft., which, in addition to their present factory, will double their output.

An increase of 1,000 per cent. in their export business for "2 in 1" shoe polish is the gratifying news that comes from the F. F. Dalley Co., of Hamilton, this month. Their sales in Canada for the past four months have been as large as for the whole of 1903, and they are now placing agencies all over the civilized world.

The Canadian Pacific Railway are building new shops in the city of Winnipeg. There are a large number of very important manufacturers in Canada of engines and boilers, but for the new shops the C. P. R. have procured a plant made in Providence, R. I. This is not as surprising probably as for our great Canadian company to look abroad for dairy products, and we are informed that recently they have given a large contract to New Zealand exporters for butter.

A handsome prospectus has been issued by the Dominion Linen Mills, Ltd., who are about to erect a large factory at Bracebridge, Ont., for the manufacture of all kinds of household linen, sheeting, toweling, shirting, duck, crash, etc. Peculiar interest attaches to this new industry on account of the fact that it is the first of its kind to be established in Canada. It is not their intention at present to use the raw Canadian flax fibre for spinning purposes. On account of the cheapness of labor on the continent it will be more economical for them to import their yarn, which enters Canada free of duty. A splendid water power is available at Bracebridge, and under the management of an experienced mill manager from Ireland their venture should prove very successful. The President of the company is Dr. Beattie Nesbitt, M.P.P., Toronto. Their authorized capital is \$250,000.

THE ASSOCIATION LIBRARY

The 1903 report of the Minister of Mines for the Province of British Columbia has just come to hand. It contains as usual a number of useful statistical tables, which give the total mineral production of the Province to date, and which also show in considerable detail the actual mineral production of the past year, as based on smelter or mill returns. In a summary is tabulated the production of each of the last four years, thus illustrating by comparison the progress made in productive mining during this period. The remainder of the report is taken up with a detailed review of the work carried on by the different companies operating in each of the mining districts, into which, for the sake of convenience, the Province is divided. The coal mining industry is made the subject of a special chapter, which is included at the end of the volume.

Besides the above, our library has been favored by the receipt of two more bulletins, issued by the Bureau of Provincial Information. Bulletin No. 9 deals with the Undeveloped Areas of the Great Interior, while Bulletin No. 17 is a description of the Game of British Columbia. The object of the former is not so much to encourage settlement as to afford information about a country regarding which enquiry is rapidly increasing. The latter is a typical sportsman's hand book, freely illustrated and full of interest.

A number of valuable reports, published by the Philadelphia Museums, have been received by the Association during the past month. Two of these deal in a general way with the State of Nicaragua and the Republic of Costa Rica, treating of the mineral wealth, the climate, the population and the agricultural development of these two countries. They present details of their flora and fauna with reference to their economic value, and recount the most important features of their commerce, industry, finance, and of their economic and political conditions.

A Statistical Review of the Commerce of Latin America is the subject of another report received from the same source. It contains a number of tables and charts, illustrating in convenient form the progress and present condition of the foreign trade of these countries.

The trade of the United States with India and Siam are similarly dealt with, while smaller pamphlets give complete information with regard to the customs tariffs of China, Japan, and the Australian Commonwealth. Another important report is that summarizing the Patent Laws and Trade Marks of the leading countries of the world.

The progress which has been made in the introduction of technical and manual training schools in the Province of Ontario is outlined in the annual report of the Minister of Education for 1903. Classes are now established in fifteen of the principal towns and cities, the total number of registered students being 4,500. These receive instruction varying from one to four hours per week. In some of the large centres, wood and metal turning lathes have been provided, special attention being paid to the industrial requirements of the district. A valuable address given by Dr. McLellan, Principal of the Ontario Normal College on "Manual Training—Its Value and Limitations," is also included in the report. On the whole, the advancement which has been made in this branch of our public school education must be regarded with considerable satisfaction. That there is still room for growth, however, is amply demonstrated by a reference to the report on the Technical Schools for special Branches of the Metal Industries in Germany, issued by the British Foreign Office in March. This report reviews in detail the work which is being carried on at all the more important secondary schools in Germany, and after a perusal of its pages one can readily understand the ability of the Germans to hold their own in the front rank of manufacturing nations.

Labor Column



TORONTO BREWERS' STRIKE

LABOR difficulties have been more than usually prevalent in Canada during the month of May. Montreal seems to have suffered from a veritable epidemic of strikes, and reports from other places indicate almost equally unsettled conditions. The tendency to strike is, of course, always specially marked in the spring. With the constant demand for more help on all kinds of out-of-door jobs, the unskilled workman, whose thoughts are only of the present, is inclined to believe that he has little to lose, and possibly much to gain, by such action. Under these circumstances one may expect to find many instances where strikes have been declared without the existence of any real grievances, and an examination of the facts connected with a number of the present difficulties leads to the belief that the action of the workmen has been frequently uncalled for.

Perhaps no better illustration of this could be had than the case of the Toronto Brewery Workers. In April, 1903, the Brewery Workers' Union made a demand on each of the city breweries for a substantial increase in wages. These men were already receiving higher pay than men doing similar work in other places, but desiring to avoid trouble the employers granted increases ranging from 23 to 45 per cent., upon the understanding that the new arrangement would stand for some time. Notwithstanding this fact, a further increase of from 12½ to 15 per cent., coupled with a reduction of hours, was demanded by the Union in April last. It was at once pointed out by the employers that this demand constituted a distinct breach of faith, and that business conditions did not warrant them in entertaining the idea of such an advance. The men, however, were evidently determined to push matters to a conclusion, so a strike was declared in the O'Keefe and Reinhardt breweries on May 5th.

The strikers commenced their campaign by the usual methods of misrepresentation. They claimed in the first instance that the breweries affected had broken their agreement and imported foreigners. This charge was shown to be absolutely without foundation, and could only have been made for the purpose of obtaining sympathy from fellow-workmen. It was next claimed that the brewers were contemplating a big reduction in wages, along with an increase of hours. The pay roll of the O'Keefe brewery shows that prior to the strike no man was receiving less than \$9.00 a week, while some were receiving \$12.00, \$13.00, and even as high as \$15.75 a week, with an extra allowance for overtime. A wage of \$9.00 a week for unskilled labor on temporary jobs is generally considered very fair. These men, however, who were nearly all drawn from the laboring classes, were receiving a minimum wage of \$9.00 a week all the year round. They were, in consequence, much better off than many a skilled mechanic, whose work, as is well known, is subject to frequent interruptions.

It was pointed out by the Toronto brewers that the minimum wage of \$9.00 was being paid in a number of instances to men doing only boys' work, and that similar work was actually being performed in Ontario and Quebec breweries by boys and girls for from \$3.00 to \$5.00 a week. The strikers endeavored to make capital out of this matter, quite overlooking the fact that if the Toronto brewers had consulted their own interests they would have replaced these men long ago by cheaper and equally efficient help.

The whole case of the strikers was palpably weak, and from the beginning it was seen that it could have but one result. Their boycott on the product of the O'Keefe and Reinhardt breweries has had just the opposite effect to that which was intended, for these breweries report a volume of business considerably in excess of the corresponding period a year ago. All of the members of the Toronto Brewers' Association have paid off their union hands and filled their places with non-union workmen, and have declared their intention hereafter to run an open shop.

STRIKES AT DAYTON, OHIO

THE following extract from an article written for a recent issue of the *Buffalo Express*, by Frank G. Carpenter, furnishes examples of the causes of strikes under present labor conditions in the United States:

There is no doubt but that many of the demands of organized labor are extravagant. They may not come from the unions as such, but from union men so foolish that they overreach themselves to their own hurt.

I heard the other night of two instances in connection with the National Cash Register Company, of Dayton, O. That Company has been noted for its kindness to its men and for the sanitary condition and conveniences of its factories. Among other things, it has free bathhouses for its employees, and it had furnished not only soap and towels, but a certain amount of time off when a man could take a bath during working hours if he wanted to. As the union grew strong in the shops its members began to object to trifling things as contrary to union rules, and one day a complaint was made as to the bathhouse. The union complainer said that the men could not use the baths because the towels were not washed by union labor.

"But," said the manager, "don't you know that those towels are washed by the widow of one of our old employees? We pay her just as much as we would have to pay at any union laundry. She is poor and needs the work, and we thought we would like to help her."

"That makes no difference," said the unionist, "the woman don't belong to the union and we are bound to dry ourselves on union-washed towels."

To this the boss did not reply, and the men went away. The next morning there were no towels, and when the employees asked for them they were told that the company had preferred that every man should furnish his own towel so that he could have it washed where he pleased.

A somewhat similar trouble arose later on in regard to a swinging door between two rooms. In one of the rooms the work demanded processes which produced certain ill-smelling fumes and the door was put in for the comfort of the workmen in the room adjoining. One day a union mechanic employed in this second room in passing through to the ill-smelling place happened to notice that the hinges on the door were made by non-union labor. A protest was at once filed and the men said that the hinges must come down.

"All right," said the manager, "we can take them down. We don't need the door anyhow, and we can just take it away." And so they did.

A few actions of this kind showed the company that sooner or later there must be a strike and they prepared for it. They said nothing, but pushed the work and laid up a large amount of extra stock. Then when the extravagant demand was made with the threat of a strike they refused to submit and the strike came.

The company said nothing, but shut down the works and supplied the trade with the stock on hand. Two weeks went by and nothing was said. A month passed and there was no sign of opening the shops. Then the workmen began to be worried. Many of them had little homes which they had partly paid for. They needed money for interest on their mortgages and other things, and when they heard that the company was considering the moving of the shops from Dayton to a place of better labor conditions they asked to go back to work. They did go back, and from that time to this, I understand, there has been no complaint about petty matters in that factory.



Foreign Trade News



CANADA AND MEXICO

PRESS despatches from Ottawa state that the Department of Trade and Commerce has issued a call for tenders for a monthly steamship service on both coasts between Canada and Mexico for a period of five years. The Atlantic service will be between Montreal in the summer and Halifax in the winter, and the Mexican ports of Progreso, Coatzacoalcas, Vera Cruz, and Tampico, touching at Nassau, the principal port in the Bahama Islands and at Havana, Cuba. The Pacific Service will be between Vancouver and the Mexican ports of Mazatlan, San Blas, Manzanillo, Acapulco, Puerto Angel, Salina Cruz, Tonalo and San Benito.

For this service, the Mexican Government has expressed its willingness to give a subsidy of \$100,000 (Mexican currency) for the Pacific Service, and \$20,000 (Mexican currency) for the Atlantic service. The Dominion Government will supplement this sum by such subsidy as is deemed expedient.

MEXICO PROSPEROUS

The financial and commercial conditions of the Republic of Mexico for the last few years have been very satisfactory. The present President, Porfirio Dias acceded the 1st of December, 1884, and has been re-elected six times, his present term expiring this year. Under his guidance the Republic, which comprises one of the richest and most varied zones in the World, has made great strides. Its resources are unknown, but they are thought to be very valuable.

Mexico has an area of 767,000 square miles, with a population of about 14,000,000. The capital of the Republic is the City of Mexico, with a population of about 400,000.

In Mexico there are over 10,000 miles of railways and 44,000 miles of telegraph, which have, in a large measure, been built by United States and English companies. There are three rail routes by which a passenger can travel from Mexico to New York, the shortest route only taking 4½ days.

STEAMSHIP COMMUNICATION

The direct communication with Europe is not satisfactory. The steamers that run most frequently are those of the New York and Cuban Steamship Co., which leave the ports of Tampico and Vera Cruz weekly, and make the journey to New York in about ten days, where trans-Atlantic connections are made. The Spanish Trans-Atlantic Steamship Company sends two vessels a month from Vera Cruz and the French Trans-Atlantic Co. and the Hamburg-American Line, each one vessel a month.

FOREIGN TRADE

The following table, taken from the British Consular report for January, 1904, gives figures for the trade of Mexico for the year 1902, as follows:

| | Imports from Mexico | Per cent. of Imports | Exports to Mexico | Per cent. of Exports | Total Trade |
|-----------------|---------------------|----------------------|-------------------|----------------------|-------------|
| United Kingdom | £1,887,000 | 13 | £1,683,000 | 11¼ | £3,750,000 |
| United States | 8,440,000 | 58 | 12,667,000 | 76½ | 21,107,000 |
| France | 1,324,000 | 9 | 248,000 | 1½ | 1,572,000 |
| Germany | 1,598,000 | 11 | 580,000 | 3½ | 2,178,000 |
| Spain | 287,000 | 4 | 83,000 | ½ | 670,000 |
| Other Countries | 715,000 | 5 | 1,118,000 | 6¾ | 1,833,000 |
| | £14,550,000 | | £16,559,000 | | £31,109,000 |

MEXICAN IMPORTS

The tendency is for the imports from the United States to increase. In 1897 49 per cent. represented the United States share, in 1902 it was 58 per cent. The United Kingdom has fallen during the same period from 19 per cent. to

13 per cent.; France from 13 per cent. to 11 per cent.; Spain from 5 per cent. to 4 per cent. Germany has increased from 10 per cent. to 11 per cent. The principal items of imports are: cotton goods £1,040,000; woollen goods £289,000; machinery £2,000,000; iron and steel, £1,806,000; paper and manufactures thereof £390,000.

MEXICAN EXPORTS

The United States is by far the best of Mexico's customers. In 1897 it purchased 77 per cent. and in 1902 76½ per cent. of all the exports. The purchases of the United Kingdom fell during the same period from 14 per cent. to 11¼ per cent.; Germany from 4 per cent. to 3½ per cent. Of the exports, silver amounts to £6,000,000; gold £2,000,000; fibre £3,250,000; coffee £1,000,000; copper £1,500,000; hides and skins £600,000.

TRADE WITH CANADA

The figures that are obtainable showing the trade between Canada and Mexico are not satisfactory. Up to the present time our trade with Mexico has been carried on through United States ports. The result has been that a large number of our shipments which have found their way to Mexico have lost their identity and are credited to the United States. In the same way it is likely that we receive goods from Mexico which we credit to the United States. The Canadian Government returns for the last five years are as follows:—

| | 1899 | 1900 | 1901 | 1902 | 1903 |
|---------------------|-----------|-----------|----------|-----------|-----------|
| Imports from Mexico | \$ 44,901 | \$ 4,924 | \$16,000 | \$112,178 | \$123,333 |
| Exports to Mexico | 103,978 | 149,500 | 72,498 | 82,605 | 137,034 |
| | \$148,879 | \$154,424 | \$88,498 | \$194,783 | \$260,367 |

MEXICAN TARIFF

The tariff of Mexico is a protective one. Woollen and cotton spinning, and weaving and other branches of industry, are encouraged by high protective duties. No countries are treated as favored or with a preference in the Mexican tariff. A few figures from the tariff are interesting. The figures are all in Mexican currency, 100c. of which is worth in United States' currency about 46c.

| | | Cents. |
|--|------------------|---------|
| Cheese | kilogramme | .12 |
| Preserved Meat | " | .15 |
| Condensed Milk | " | .15 |
| Men's Boots, Cowhide | pair | 1.50 |
| " " Calfskin | " | 2.50 |
| Fruits, Preserved | kilogramme | .6 |
| Biscuits, all kinds | " | .15 |
| Flour (wheat) | " | .10 |
| Tackle and Cordage | " | .12 |
| Furniture | " | 8 to 40 |
| Machines of all kinds for industries, agriculture, mining and the arts, not specially designated | " | 1½ |
| Iron and Steel Sheet Roofing | " | .6 |
| Nails, Bolts, Nuts, etc. | " | .10 |
| Agricultural Implements | " | .1 |
| Wall Paper | " | .10 |
| Paper, Sized, White or Tinted | " | .8 |
| Spirits of all kinds in glass | " | .50 |
| Steam Engines | " | .1 |
| Stoves | " | .5 |
| Carts, Wagons and Cars with Springs | " | .8 |
| Rubber Boots and Shoes | " | .60 |

CANADIAN SHIPMENTS

It is very important before making shipments to Mexico that all requirements of the Mexican tariff laws are complied with. It is necessary, in addition to making a very full description of the

goods on the bills of lading, that invoices for customs purposes should be certified to by the Mexican Consul General or a Vice-Consul. Mexico is represented in Canada by its Consul General, Mr. D. A. Bausell, of Montreal, and its Vice-Consuls, Mr. W. A. Mitchell of Todhunter, Mitchell & Co., Toronto, and Mr. Richard Turner, Quebec.

THE CRYSTAL PALACE EXHIBIT

A Britisher, with whom the Association has occasionally had some correspondence, has forwarded to INDUSTRIAL CANADA an interesting account of his impressions upon visiting the exhibit of Canadian manufacturers at the Crystal Palace, London. While his remarks are, in the main, of a descriptive nature, they contain some excellent suggestions which will be sure to commend themselves to Canadian exporters.

The furniture display is the first to receive attention. It is said to be tastefully arranged, and to comprise everything from handsome roll top desks to wardrobes and sideboards of elaborate design and finish. All of these are offered for sale at prices which even the casual enquirer knows to be reasonable. "But one thing," he writes, "is conspicuous by its absence, viz., the words 'Made in Canada.' With us in England 'Made in U. S. A.,' 'Made in Germany,' 'Made in France,' etc., are as familiar friends. Why not 'Made in Canada'?" The great majority of visitors to the Crystal Palace do not buy on the spot. They purchase furniture only when they require it. Possibly, remembering the exhibit, they may afterwards ask for Canadian furniture, and if thus branded the chances of substitution are very much lessened."

The neat little Empire Typewriter, with its motto "Made in Canada, Used Universally," comes in for a word of praise, as does also the display of veneered doors and panels made by Gilmour & Co., Ltd., of Trenton, Ont. "It is claimed," the writer says, "that goods made by this process will neither warp nor twist. If this be so they should meet with a ready sale here if price is consistent with value, as large quantities of doors, window sashes, etc. are imported every year from Scandinavia."

After a rather extended review of the products of the field and dairy, the writer passes on to a consideration of the display of canned goods, the exhibit of canned meats by William Clarke, of Montreal, and the Parsley Brand of canned salmon calling for special mention. "There should be an especially bright future for produce of this kind in Great Britain. Canned fruit finds a place on nearly every breakfast table in England, while the canned meat and fish that is annually imported from the United States must be valued at many millions sterling. Another tinned comestible that ought to be better known in the household here is Maple Syrup, as shown by the Simcoe Canning Co. A recently landed emigrant, describing the life in Canada to his relatives here, remarked on this article and predicted that its excellence would soon win the favor of the British palate, taking the place of the ordinary Golden Syrup which has had such an extensive consumption in this Kingdom."

In concluding, the writer states that the Exhibition as a whole is an education in itself, and cannot but be productive of great and lasting good to the exhibitors in particular and to the Dominion in general. In Britain, he thinks, they should find a better market for their wares than in any other part of the world. Sceptics may say what they will about there being no sentiment in business; it exists nevertheless, and other things being equal, the produce of the colonies will always claim a preference over that of foreign countries. It will require, however, to be made known to buyers, and for that purpose the London Canadian Court should need no recommendation.

MONEY ORDERS TO DEMERARA

Arrangements have been made for a direct change of money between the Dominion of Canada and British Guiana (Demerara) on the same basis as with the United States, Newfoundland and the Leeward Islands. The limit of a single order has been raised to \$100.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Antwerp—A company in Antwerp, Belgium, carrying on the business of importers and general commission merchants in grains, seeds, oils, lard, provisions, tallow, grease, hides, bones, fresh and canned fruits, etc., desire to communicate with Canadian shippers of the same. This company have branch agencies in principal European markets. They send several references.

Bristol—A correspondent in Bristol, England, who sends a well-known Toronto reference desires to represent Canadian shippers.

Fenton—A firm of wholesale agents and merchants established in 1880 in Fenton, Staffordshire, desires to quote for silica and silicate bricks, and to represent shippers of dry white lead, cobalt oxide, tissue and printing papers, manganese, felspar, builders' and contractors' material, engineers' goods, and goods in demand on colliery properties. He sends as a reference his bank.

Liverpool—A correspondent in Liverpool, England, desires to introduce Canadian produce in Hamburg and Bremen. He sends a reference.

London—A correspondent in London, England, sends as a reference a company well-known to the Association. He desires to secure a Canadian agency in any class of merchandise.

Northampton—A correspondent in Northampton, England, for a number of years head of a manufacturing and mercantile firm, desires to procure the sole agency of a number of Canadian shippers. He has visited Canada on three occasions and is familiar with Canadian goods.

Boots and Shoes—An enquiry from a manufacturing and exporting firm in Glasgow, Scotland, asks for the names of Canadian manufacturers of boots and shoes who are represented in South Africa. Information is asked for their South African clients.

Box Boards—A London, Eng. firm wishes to secure large quantities.

Box Shooks—An enquiry from Hamilton, Bermuda, asks for the names of manufacturers of box shooks suitable for packing onions.

Canoes and Boats—A firm in St. Lucia, B.W.I., carrying on a general business desire to purchase the above, terms to be three days sight or remittance by return mail. They send their bank as a reference.

Canvas—A firm in St. Lucia, B.W.I., carrying on a general business desire to purchase the above, terms to be three days sight or remittance by return mail. They send their bank as a reference.

Casein—Different enquiries have been received from England for casein suitable for paper makers and manufacturers of certain kinds of paint. It is largely imported from South America packed in bags containing from 1½ to 2 cwt., and running in value from £30 to £50 per ton, c.i.f. United Kingdom ports.

Cigarettes—A manufacturers' agent in Kingston, Jamaica, who sends a Canadian bank as reference and has been established since 1889, desires to represent shippers of the above.

Fish and Meat, canned—A firm of wholesale general merchants established in London, England, since 1896 desire to purchase the above in car load lots against 30 days sight bill, delivery London and Liverpool.

Flour—A manufacturers' agent in Kingston, Jamaica, who sends a Canadian bank as reference and has been established since 1898 desires to represent shippers of the above.

Fruits, canned and evaporated—An enquiry from Hamburg, Germany, invites correspondence re the above.

Fruits, tinned and bottled—A firm of commission agents in Liverpool, England, offer their services to Canadian shippers of the above. They state that they have a good connection with the trade.

Furniture—A firm in Paris, France, whose representative has recently returned from a visit to America desires to communicate with a firm manufacturing furniture.

Furniture and Mouldings—A firm in St. Lucia, B.W.I., carrying on a general business desires to purchase the above, terms to be three days sight or remittance by return mail. They send their bank as a reference.

Glucose—A firm of wholesale general merchants established in London, England, since 1896 desire to purchase the above in car load lots against 30 days sight bill delivery London and Liverpool.

Handles—(a) A New York commission house asks for handles of the 1st, 2nd and 3rd grades in lots as follows: Sledge hammer handles 200 doz.; shovel handles 200 doz.; pick handles 100 doz.

(b) A firm in Trian, France, desires to communicate with manufacturers of fork and shovel handles. They ask for quotations with delivery to Dunkirk. They are manufacturers of forks and shovels and desire to purchase the handles.

Leather—A correspondent established in the commission business for two years in Antwerp, Belgium, desires to communicate with manufacturers of shoe leathers. References will be forwarded if required.

Lobsters, canned—An enquiry from Hamburg, Germany, invites correspondence re the above.

Lumber and Joinery—A firm of importers in Johannesburg, South Africa, ask to be put in communication with reliable manufacturers and exporters of rough and dressed lumber, also joinery, who are desirous of extending their business to the Transvaal.

Metals, scrap—A Liverpool firm engaged in the purchase of old iron and steel, etc., wish to extend their business to Canada.

Machinery, hosiery—A correspondent in Melbourne, Australia, doing a large business with wholesale manufacturers desires to procure hosiery machinery in Canada.

Milk, condensed—A manufacturers' agent in Kingston, Jamaica, who sends a Canadian bank as reference and has been established since 1899, desires to represent shippers of the above.

Paints—A firm in St. Lucia, B.W.I., carrying on a general business desire to purchase the above, terms to be three days sight or remittance by return mail. They send their bank as a reference.

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STEEL CASTINGS
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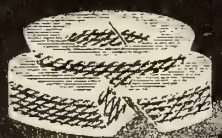
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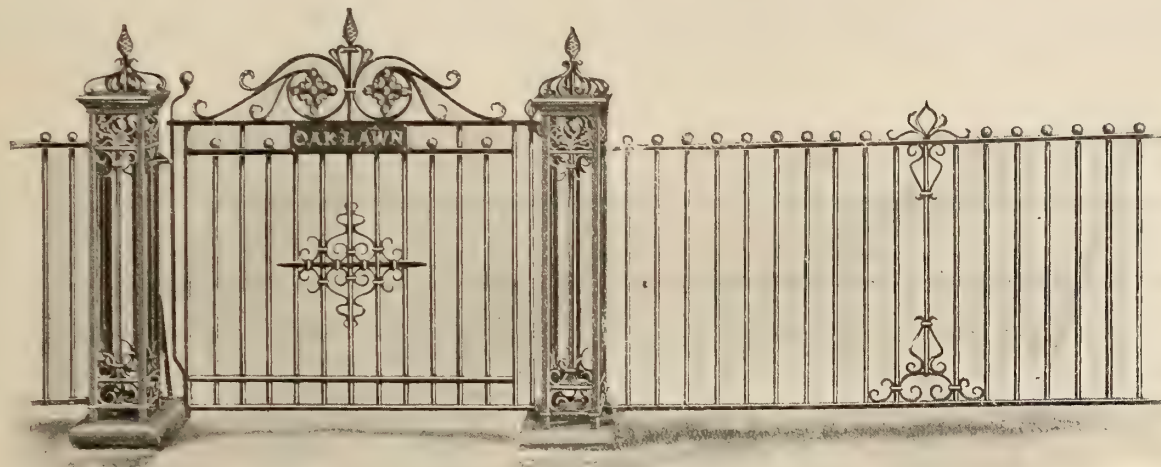
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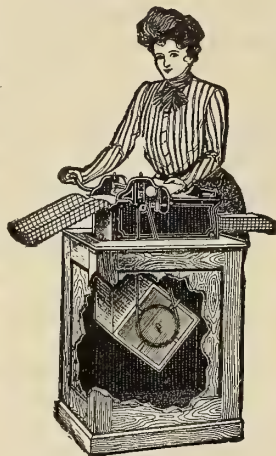
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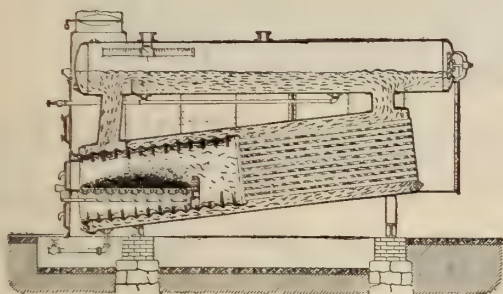
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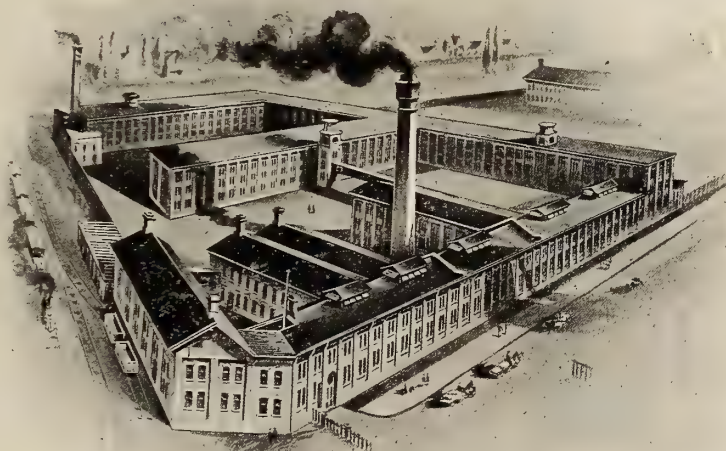
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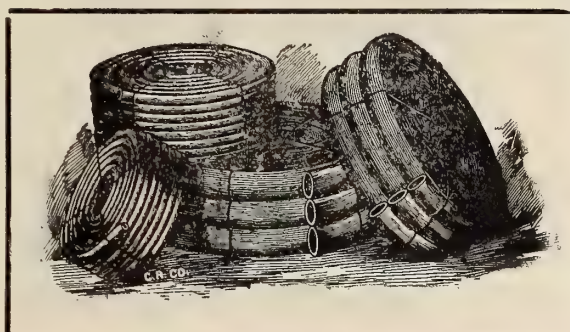
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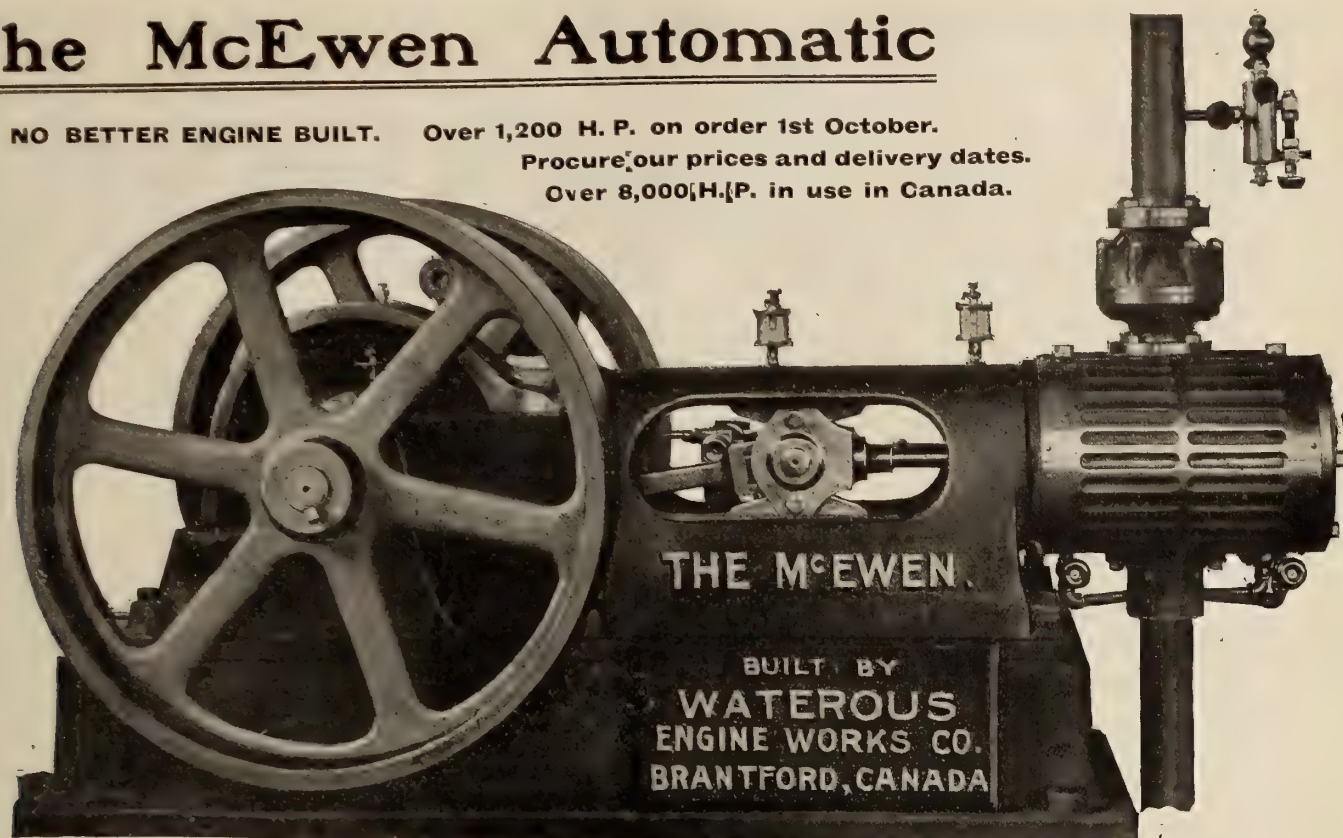
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JULY, 1904

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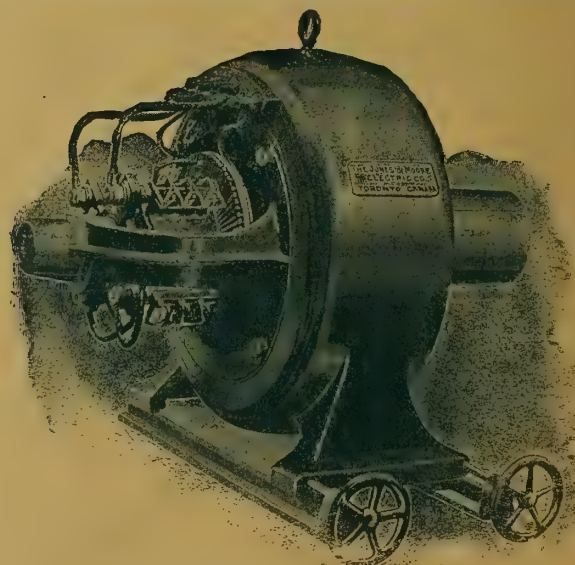
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This Journal was established in 1866 and has never missed an issue. In 1869 it secured control of the Intercolonial Journal of Commerce; in 1870 The Trade Review and later the Toronto Journal of Commerce. No other publications issued under any of these titles are in any way identified with The Monetary Times Co.

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All goods guaranteed. Correspondence solicited.

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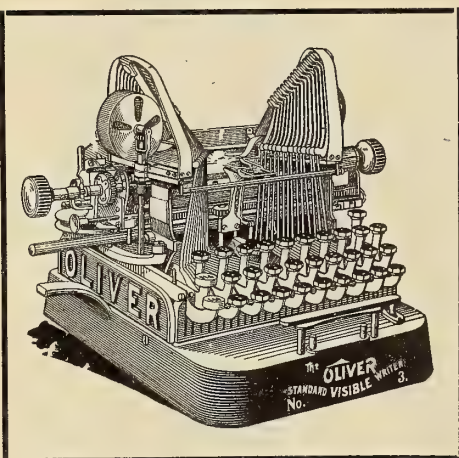
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Vol. IV.

TORONTO, JULY, 1904.

No. 12

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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SUCCESS OF THE GERMAN SURTAX

THE Laurier Government must be congratulated on the results of the German surtax. The increased duties on German goods have caused no inconvenience whatever to Canadians. The figures relating to trade with Germany given by Mr. Fielding in his budget speech were very interesting. For the ten months from the 1st of July, 1902, to the end of April, 1903, the total dutiable imports from Germany for consumption in Canada amounted in value to \$8,648,600, while for the corresponding ten months of the current fiscal year they only amounted to \$5,367,162, a falling off of \$3,281,438 or a decline of 38 per cent. A most gratifying result of the surtax was a transfer of trade to the British West Indies. During the last fiscal year 174,000,000 pounds of sugar were imported into Canada from Germany, but since the surtax was applied not a pound has been imported under it from Germany. All that trade has been diverted to the British West Indies, including British Guiana. The importations of raw sugar from the British West Indies, including British Guiana, for the ten months ending with April of the current fiscal year amounted to 188,000,000 pounds, although for the corresponding period of the previous year the imports from the British West Indies amounted to only 69,000,000 pounds. That is a splendid illustration of a preference without sacrifice. Canada's consumption of sugar is continually increasing and if this preference continues the British West Indies will be greatly benefited. In return we may expect a large increase in our exports to those colonies. But if Germany should happen to repent and lower its tariff on Canadian products are we to go back to the old arrangement and take this sugar business away from the British West Indies? Of course if Germany ceases to discriminate against Canada we cannot fairly tax German imports higher than those of other foreign nations, but the result of the German surtax will convince many Canadians who have been skeptical that an increase in the general tariff against all foreign nations, with a generous preference for British countries will be good for Canada

and the Empire. Such a system would be much more stable than Mr. Fielding's proposed general retaliation policy of a maximum tariff against high tariff foreign countries and a minimum tariff against low tariff foreign countries.

DO FREE TRADE COUNTRIES DUMP?

MR. Fielding believes that there is no danger of dumping except from high tariff countries. He said in his budget speech:—

"In low tariff countries or in free trade countries, Great Britain for example, these disturbing conditions seldom exist. England conducts her business generally upon rational lines. She sells at a profit, and what is known as the system of dumping or slaughtering is hardly known in connection with British trade."

Anyone who has studied the history of United States tariff legislation during the past fifty years and read the discussions in Congress must be aware that the manufacturers of free trade England have often slaughtered goods in the United States for the purpose of crushing out competition. Dumping is not a new thing under the sun although the name is new. Some years ago a British Parliamentary Commission made a report on industrial matters which contained the following statement:—

"The laboring classes generally in the manufacturing districts of this country, and especially in the iron and coal districts, are very little aware of the extent to which they are often indebted for their being employed at all to the *immense losses which their employers voluntarily incur in bad times in order to destroy foreign competition and to gain and keep possession of foreign markets.*"

The large capitals of this country are the *great instruments of warfare* against the competing capital of foreign countries."

Is not this exactly what Mr. Fielding describes as "dumping?" It has already been pointed out in INDUSTRIAL CANADA that the manager of the Barrow Steel Company stated in evidence before the British Royal Commission on Trade Depression that in one year, 1884, his Company had indirectly paid £160,000, or about three-quarters of a million dollars, in duties to the United States Government as they had cut prices to that extent in order to offset the duties, and out of 531 replies to a circular asking British exporters who paid the duties on articles exported to the United States 530 said they cut prices in order to get into the United States and so practically paid the duties in whole or in part.

NOTICES

Executive Council, Canadian Manufacturers' Association, regular monthly meeting, Board of Trade Building, Toronto, Wednesday, July 20th, at 2 p.m.

Toronto Branch, regular monthly meeting, Board of Trade Building, Toronto, July 14th, at 2 p.m.

Montreal Branch, regular monthly meeting, Board of Trade Building, Montreal, July 14th, at 2.30 p.m.

THE PROMISED TARIFF REVISION

IT has been a matter of comment that the newspapers did not publish so many interviews about the budget this year as they usually do. This was due not to any lack of enterprise on the part of the newspapers, but to the fact that manufacturers and business men in general did not care to be interviewed because they were not at all sure what the present changes meant or what the Government proposed to do in the future. Mr. Fielding's speech was distinctly protectionist in tone and might be interpreted to mean that the Government intended at an early date to revise the tariff, giving much higher protection than at present against high tariff countries like the United States, while maintaining against low tariff foreign countries a minimum tariff approximating to the present general tariff and still giving a preference to British goods over foreign goods. This would mean, of course, that Canada would have higher protection than it has ever yet had under any Government. However Mr. Fielding qualified his statement in such a way that it might be interpreted to mean that the minimum tariff against low tariff foreign countries would be lower than the present general tariff and that the maximum tariff would not be high. Sir Wilfrid Laurier who spoke some days afterward made an anti-protection speech. He supported, of course, the dumping clause, but he was very skeptical about any advantages being derived from a protective policy and the whole tendency of his remarks was to prejudice the minds of his followers against any general increase in duties. He intimated that protection was of little advantage to the working classes. He alleged that the United States was in a deplorable condition as the result of high protection and he tried to show that the fact that in our commerce with the United States the balance of trade is very much against Canada is no proof that our trade relations are unsatisfactory. Now if the Government really intends to raise the general tariff against the United States in the near future it is strange that the Premier thus tries to prejudice the minds of his followers against such a policy.

Mr. Fielding while intimating that a general tariff revision was contemplated along certain lines did not say when it would be undertaken. However he thought it would take place at an early date. "I would say hopefully next session, but at all events as soon as a proper enquiry can be made," he remarked. This is not very definite. He is not sure that the tariff will be revised next session. We may have to wait two years. In the meantime many Canadian industries will suffer for lack of adequate protection and millions of dollars of Canadian capital may be lost. But Sir Wilfrid Laurier is still more uncertain. Speaking a week late than Mr. Fielding he said: "This is not, as has been stated, a regular revision of the tariff. *That may come or it may not come; it will depend upon circumstances.*"

When we look to the Liberal newspapers for an interpretation of the Government's intentions we find an even greater divergence than there is between the speeches of the Prime Minister and the Minister of Finance. It is no wonder, therefore, that Liberal canvassers in districts supposed to favor free trade or a low tariff are telling electors that if there is any revision at all it will be in the direction of reduced protection while in manufacturing districts increased protection is promised.

If the revision of the tariff is undertaken along the lines proposed by Mr. Fielding there will not be a fixed rate of preference for British goods as under the system which has been in force for some years, but each item will be decided upon its own merits and it may be assumed that in arranging a maximum and minimum tariff against foreign countries the same rule will apply. There may be some advantages in such a flexible arrangement, but on the other hand there is danger of discrimination against certain industries. Moreover an administration not in sympathy with the principle of protection and in favor of reciprocity with the United States might under such a system almost completely emasculate

the British preference if the United States Government offered a measure of reciprocity. The Republican party of the United States in convention at Chicago has endorsed the principle of reciprocity. The sentiment in favor of reciprocity with Canada is steadily growing in the United States, and the adoption by the Canadian Parliament of a maximum and minimum tariff such as proposed by Mr. Fielding might cause the United States Congress to pass reciprocity legislation almost immediately. This would be very satisfactory to those Canadians who believe that reciprocity with the United States should be the goal of our ambition, but one of the tariff resolutions adopted at the annual meeting of the Canadian Manufacturers' Association in Halifax and emphatically re-affirmed at the last annual meeting was as follows:

"That we are strongly opposed to any reciprocity treaty with the United States affecting the manufacturing industries of Canada."

Mr. Fielding's proposal for tariff revision is based on the principle of retaliation. Such a tariff would be essentially unstable as it would change automatically, responding to the tariff legislation of foreign countries. No one could tell what our tariff might be the day after to-morrow and such uncertainty would not encourage the establishment of new industries or the extension of old ones. Retaliation is justifiable and wise when a foreign nation treats us worse than it treats other nations, but our tariff should be so adjusted that it would afford adequate protection to all Canadian industries irrespective of the action of foreign legislatures.

NOT A DUMPING YEAR

THE fiscal year ending June 30, 1902, was not a dumping time. In Britain, Germany and the United States there was unprecedented prosperity and the manufacturers of the United States could sell everything they produced in their home market at good prices. There was no temptation to dump goods in Canada at slaughter prices and except in a few lines there was very little slaughtering that year. Nevertheless the Trade and Navigation Reports for the fiscal year 1902 show that Canadians bought from the United States merchandise to the value of \$114,743,944 and sold to the United States merchandise valued at \$46,907,299 excluding gold-bearing quartz, nuggets, dust and silver contained in ore, concentrates, etc. It is evident that something more than an antidote for dumping is necessary to put trade between Canada and the United States on a fair basis.

THE PRINCIPLE OF THE PREFERENCE ALTERED

THE increase in the woollen duties will help the Canadian mills somewhat in their fight for existence, but it is not sufficient to afford adequate protection. The change needlessly strikes a blow at the principle of the British preference. It would have been better to have raised the general tariff on woollens so that when the British preference was allowed, the minimum tariff would afford adequate protection to the Canadian mills. Even the *Toronto Globe* expected that the general tariff on woollens would be increased in this way, but instead of doing this Mr. Fielding left the tariff against foreign countries as it was and merely reduced the British preference. The same plan was adopted as regards twine and cordage. On the other hand the British preference on tableware of china, porcelain and other clay and window glass was greatly increased without increasing the general tariff.

The change is to be regretted because the adoption of this principle will make it more difficult to secure a preference for Canadian farm products without sacrificing a number of Canadian industries. The danger is that many small industries not yet sufficiently developed to exert much influence at Ottawa may be sacrificed if the principle of discriminating against certain industries in making the preferential tariff becomes the established policy of Canada. There was an opportunity in this readjustment

of duties for Mr. Fielding to try his proposed plan for a maximum tariff against high tariff foreign countries, a minimum tariff against low tariff foreign countries and then below that the British preferential tariff, but he carefully avoided doing so. The principle he adopted was to almost completely abolish the preference in some cases and greatly increase it in others. If this plan of preference is to prevail in future it will mean that in order to give British manufacturers any preference over foreigners we must completely sacrifice certain industries or at least abandon all hope of establishing by protection many industries for which Canada is naturally well adapted.

A small preference to all British imports would be more acceptable to the British people in general than a big preference to a few British industries, and it would not require the sacrifice of any Canadian industry.

THE DUMPING CLAUSE

THE most important feature of the budget of 1904 is the antidote for dumping. This is an original device, adopted, we understand, at the suggestion of a large manufacturing company which was suffering from unfair foreign competition. The Government was asked to provide that when foreign goods were sold to Canadians below the market price in the country of production the difference between the fair market price and the slaughter price should be added to the duties. Mr. Fielding accepted the proposal with the limitation that in general practice the special duties shall not exceed 50 per cent. of the ordinary duties and that in the case of certain specified items in the iron schedule they shall not exceed 15 per cent. ad valorem.

The difference between the plan Mr. Fielding was asked to adopt and the one he did adopt may be illustrated by the following examples. A Canadian imports from the United States an article of which the fair market value in that country is \$100, but it is sold to him at the slaughter price of \$70. The regular duty is 30 per cent. If the plan Mr. Fielding was asked to adopt were in force the importer would have to pay :

| | |
|--|-------|
| To the manufacturer in the States..... | \$ 70 |
| Ordinary duty | 30 |
| Special duty..... | 30 |
| Total | \$130 |

But under the system adopted by the Government and now in force the importer would pay :

| | |
|--|-------|
| To the manufacturer in the States..... | \$ 70 |
| Ordinary duty | 30 |
| Special duty..... | 15 |
| Total | \$115 |

If the article had been bought at the regular market price he would have paid :

| | |
|--|-------|
| To the manufacturer in the States..... | \$100 |
| Ordinary duty | 30 |
| Total | \$130 |

It will be seen that the plan which Mr. Fielding was asked to adopt would have made the cost of slaughtered goods to the importer precisely the same as if he had paid the full market price to the manufacturer in the United States, but under the arrangement now in force the importer who buys at 30 per cent. below market price an article on which the duty is 30 per cent. gets an advantage of 15 per cent. if the dumping is discovered. If it is not discovered he gets an advantage of 39 per cent., having to pay :

| | |
|--|-------|
| To the manufacturer in the States..... | \$ 70 |
| Duty at rate of 30 per cent. on valuation of \$70... | 21 |
| Total | \$ 91 |

Mr. Fielding has assumed that the average cut in price in dumping does not exceed 15 per cent. But Sir Wilfrid Laurier speaking in the House of Commons on June 14, said :

"A few months ago I was shown an invoice from Detroit in which an article was set down at a certain price for the American consumer, and at another price, *at least 30 per cent. below for the Canadian consumer.* This is the regular practice, and I know there are business men in this House who are aware that this is the regular practice."

Now it is evident that Mr. Fielding's dumping clause would not prevent dumping in the case mentioned by Sir Wilfrid Laurier. In the course of the same speech Sir Wilfrid said :

"Sir, we have a tariff against the United States varying from 25 per cent. to 35 per cent., an average of 28 per cent."

Now let us assume that the duty in the case referred to by Sir Wilfrid Laurier was 28 per cent. and the price of the article in the United States \$100. There was a reduction of 30 per cent. to the Canadian importer, who would have to pay altogether under the new law :

| | |
|----------------------------------|-------|
| To the Detroit manufacturer..... | \$ 70 |
| Ordinary duty | 28 |
| Special duty..... | 14 |
| Total | \$112 |

That is the article would cost the importer no more than if he had paid the market price in Detroit and twelve per cent duty.

In case the customs officer was not well posted regarding the Detroit price of the article in question he might allow the valuation to pass and only exact the ordinary duty in which case the importer would pay :

| | |
|--|----------|
| To the Detroit manufacturer..... | \$ 70.00 |
| Duty at rate of 28 per cent. on valuation of \$70... | 19.60 |
| Total | \$ 89.60 |

Thus there will still be great temptations to buy slaughtered goods whenever the difference between the cut price and the market price is equal to more than half the regular duty, for at the worst the importer gets some advantage by the purchase of slaughtered goods and if he can escape detection he has a great advantage. It will be very difficult to prove that any fraud was intended. Indeed in many cases the importers themselves may be ignorant of the fact that they are buying at a price below the regular market price in the country of production. For instance sales of United States goods in Canada are largely made by commercial travellers. The purchasers do not usually make an investigation to ascertain the exact market price in the United States at the time. They merely compare the price at which goods are offered to them with the prices prevailing in Canada and make the best bargain possible. Commercial travellers from the United States will not under the new law take pains to tell their customers that they are cutting prices below the United States rate in order to secure business. Moreover it will be exceedingly easy for the importer and the foreign manufacturer to combine to deceive the Government by false invoices. What is to prevent a manufacturer in the United States from selling to a Canadian at a slaughter price and invoicing goods at the regular market price if a private understanding exists between the importer and the foreign manufacturer? It will be almost impossible to detect such frauds. There is a law providing for severe penalties against fraudulent undervaluation and it is exceedingly difficult to enforce it, but it will be ten times more difficult to detect cases of fraud when slaughtered goods are invoiced at the regular market price. This will give the dishonest importer an extraordinary advantage over the honest importer. Take a case for example. A Canadian buys in the United States an article the fair market value of which in that country is \$100, the duty being 30 per cent. The manufacturer invoices it at \$100, but by private understanding allows a discount of 30 per cent, when payment is made. The importer pays :

| | |
|--|-------|
| To the manufacturer in the States..... | \$ 70 |
| Duty on valuation of \$100..... | 30 |
| Total | \$100 |

In cases where the duty is less than 30 per cent. the temptation to make a false invoice would be still greater.

However, notwithstanding these defects the dumping duty will be of great service to certain industries. It will especially benefit the Dominion Iron and Steel Company and other steel companies which manufacture articles the market price of which is always well known. If it provided that the whole difference between the slaughter price and the market price in the country of production should be added to the duty it would put an end to such bull-doing threats as were made by the United States Steel Trust to prevent Canadian nail manufacturers from buying steel rods from the Dominion Iron and Steel Company. The United States Steel Trust threatened that if the Canadian nail manufacturers refused to agree not to buy steel rods from the company at Sydney, United States nails would be sold on the Canadian market at slaughter prices until the Canadian nail mills were forced to close down. It will not be so easy in future for the United States Steel Trust to terrify Canadian manufacturers with such threats, yet it is to be feared that the special duty of 15 per cent. which is to be imposed in such cases will not be sufficient to entirely prevent dumping. If the whole difference between the slaughter price and the market price in the country of production were added it would be very much more effective. The attempts at coercion already made by the United States Steel Trust indicate that it is determined to crush out Canadian competition. Will an obstruction of 15 per cent. cause the Trust to abandon its hope of monopolizing the Canadian market? The next five years will be a critical time for the Canadian iron and steel industry. If it can pass safely through this period it will become well-established and may hope to defy the United States Steel Trust, but it may be expected that so long as the success of the Canadian industry is doubtful the great Trust will endeavor to destroy it even at considerable cost.

There are a great variety of small wares the market price of which cannot be easily determined. Prices are continually fluctuating and it will be exceedingly difficult for customs officers to determine the exact value from time to time in the country of production. There are a great number of Canadian ports of entry and it is absolutely certain that the valuation of goods at different customs houses will often vary greatly. Mr. Fielding in his first budget speech said that "eternal vigilance" would be the price Canadian manufacturers would have to pay for protection and there is no doubt that "eternal vigilance" will be required to secure even a moderately successful administration of this law.

As an accompaniment to a tariff giving adequate protection under ordinary conditions a dumping clause providing that the whole difference between the slaughter price and the market price in the country of production should be added to the duty would do good service, making undervaluation more difficult and effectually preventing bull-doing by foreign manufacturers, but as a substitute for adequate protection the law as enacted will prove a failure.

SIR WILFRID'S SKEPTICISM

"WHEN I am told that we should increase the duty with a vague expectation that by so doing we shall found an industry and build it up, I am always more or less skeptical."—Sir Wilfrid Laurier in the House of Commons, June 14.

When Mr. McKinley talked of establishing a tin plate industry in the United States by increasing the duty his opponents said that it would be foolish to increase the duty with a vague expectation of founding an industry. They declared that there was already a moderate protective duty on tin plates and had been for years yet not a single pound of tin plates was manufactured in the country. They argued that it was absurd to expect that a high protective tariff would accomplish what a low protective tariff had failed to bring about. But Mr. McKinley succeeded in getting

the duty on tin plates doubled, and what was the result? The duty went into force July 1, 1891. The following table shows how the home production increased while the imports decreased as a result of the increased duty.

| Year. | Imports
gross tons. | Home Production
gross tons. |
|------------|------------------------|--------------------------------|
| 1890 | 329,435 | none |
| 1891 | 327,882 | 999 |
| 1892 | 268,472 | 18,803 |
| 1893 | 253,155 | 55,182 |
| 1894 | 215,068 | 74,260 |
| 1895 | 219,545 | 113,666 |
| 1896 | 119,171 | 160,362 |
| 1897 | 83,851 | 256,598 |
| 1898 | 66,775 | 326,915 |
| 1899 | 58,915 | 397,767 |

And the consumers in the United States did not pay any more for tin plates than they did the year before the tariff was increased.

FIRE INSURANCE ENQUIRY

THE Special Committee on Fire Insurance appointed by the Executive Council are meeting with much encouragement. The instructions to the committee were "to report on the Industrial Fire Insurance situation in Canada and to suggest a comprehensive scheme or schemes for procuring insurance at the lowest rates possible." This involved a careful enquiry and the greatest caution is being exercised. It is the intention to have every detail threshed out before any final report is presented to the Executive Council.

The first step taken by the committee to get information from the members of the Association was to address to them, on May 31st, a circular letter asking (1) Amount of insurance carried and (2) Average rate of premium paid per \$1,000. The letter invited co-operation and suggestions.

Until the replies began to come in to this letter, the committee did not realize how much thought and consideration the question of fire insurance was receiving. The members from Sydney to Vancouver are aroused to the necessity of taking united action. The replies already received to the circular are more numerous than the replies received to any other circular letter sent out from the office.

In addition to the information requested many of the members wrote at length giving their experiences in fire insurance and offering suggestions to the committee. Short extracts from about forty-five different letters are given on another page in this issue of INDUSTRIAL CANADA. A number of members suggested the organization of a mutual company under the auspices of the Association, and this proposition is receiving attention. A small percentage of the insurance carried by the members of the Association would give a new company more in premiums than the average company is receiving to-day.

"UNITED STATES" VS. "AMERICAN"

AN announcement fraught with the deepest significance for every nation claiming America as its home has just been published at Washington by Secretary Hay. It is to the effect that the term "United States," as applied to the foreign offices of that country, is to be done away with. Hereafter they are to be known as "American" Embassies, "American" Legations, and "American" Consulates, and all official stationery is at once to be altered in accordance with the new regulation.

The reasons that have been put forward in support of this extraordinary piece of conceit are indeed curious. The name "American," they say, is shorter and more euphonious than "United States." This is undoubtedly true. There is nothing particularly attractive about the sound of the name "United States, and no one will be disposed to find fault with them if they

wish to change it for something more pleasing to the ear. But surely such an excuse offers no justification for their appropriating to their own exclusive use a name already applied, and justly so, to seventy-five million people who do not and will not owe allegiance to the Stars and Stripes.

They say too that the word "American" is more impressive and more dignified than "United States." Granted again, and so is "European" more impressive and more dignified than "Russian," on the ground that it is a name of much wider application. But what would these same officials at Washington think if the Russian Ambassador were to date his letters from the "European" Embassy? The idea, of course, is absurd. Not only would he lose his identity and bring down ridicule upon his head, but his continued use of such a name could only lead to confusion and annoyance.

"But," they will answer, "in the present instance there can be no confusion, for our acceptance of the name 'American' is simply a concession to popular usage." It is true that the use of the word in this restricted sense has become very common, but it is essentially a mistake, and so why attempt to legalize and perpetuate it? Custom is not always a safe rule to follow. It is more frequently wrong than right, and keeps constantly changing to meet the requirements of altered conditions. To make concessions to custom, therefore, would seem to be anything but dignified, particularly so when the custom in question is based upon dishonesty. That they are not entitled to the name they themselves freely admit. All their prominent men acknowledge that the name is equally applicable to Canadians, Mexicans or Brazilians, yet in spite of the fact that they know this to be the case they continue to call themselves "Americans." Carelessness in some cases, or the desire to avoid an awkward adjective in others, may partly account for their persisting in the error, but it is impossible for Canadians to shake off the feeling that behind it all there is the desire on the part of the people of the United States to belittle Canada, and to magnify their own importance in the eyes of the world. They have clearly shown that they are willing to take credit for that to which they are not entitled by, failing to acknowledge in their Government returns the tonnage and value of goods exported and imported by Canada through United States ports, and considering this fact it can scarcely be wondered at if in the present instance Canadians impute to them questionable motives.

On more than one occasion in the past vigorous protests have been made through the Canadian Manufacturers' Association and in the columns of *INDUSTRIAL CANADA* against the misuse of this word "American," but the Canadian press has been singularly lethargic in taking the matter up. Why should this be so? It is not a question about which we can afford to be indifferent. We lost the Alaskan Boundary case by being apathetic, and what may we not now lose if we surrender another of our rights without protest. No one can foretell the far reaching results that may follow from the present action of the United States in the course of ten, twenty, or fifty years. This is not merely a matter of sentiment with us. It is a question of dollars and cents. The appropriation of this name by the people of the United States is every day working to the detriment of our commercial and industrial welfare, both at home and abroad. Our goods are being sold in foreign markets as American goods, and United States exporters are receiving all the credit. Even our very existence as a separate country is being lost sight of in some parts of the world, owing to the effective way in which they have advertised themselves as "Americans". From Manchuria, from India, from Australia and even from England letters and papers have reached the office of the Canadian Manufacturers' Association, addressed "Toronto, U.S.A." In a copyright recently issued to one of our members by the Government of New South Wales the same mistake occurred again. Through familiarity with the word "American" as applied to the United States'

people in foreign parts are evidently coming to the conclusion that America and the United States are co-extensive! Mistakes of this kind occur too frequently to warrant the belief that they are due to carelessness. They simply show the inference which any foreigner might naturally draw from the popular misapplication of this name, and illustrate only too plainly the injury that is being wrought to our country at large by the use of the word in this illegitimate manner.

In view of Secretary Hay's recent announcement, it becomes absolutely necessary that the people of Canada should take action at once. In the past we have displayed too great indifference on this subject. We have been prone to console ourselves with the thought that at any time we have only to assert our rights in order to have them recognized. We have shirked our individual responsibilities, and the result has been that what all should have helped to do no one has done. The time has now come when decisive action can be no longer deferred. Surely we are not going to stand idly by and see the nations of the world, one after another, sanction this usurpation of our natural heritage. The Colonial Office cannot be expected to interfere on our behalf if we, who are most vitally interested, do not think it worth while to make our objections known. Possession, it is said, is nine-tenths of the law, and unless we speedily bestir ourselves we may discover, only when it is too late, that we have lost a name which the welfare of every nation on this continent demands should be enjoyed by all and possessed by none.

TORONTO EXHIBITION PRIZE LIST.

A copy of the Prize List for the Canadian National Exhibition to be held in Toronto this year from Aug. 29th to Sept. 6th, has been received. It is an exceptionally handsome and well printed production. The cover is in three colors and tastefully embossed. All the classes are nicely arranged and the Executive are pleased to say that the greatest care has been taken to have the rules, regulations and conditions implicitly set forth in clear and unmistakable language. There are no fewer than two hundred and fifty classes, covering practically every industry known to Canada that is worthy of encouragement, and calling for \$35,000 in prize money. In several departments considerable changes have been made and the premiums added to. A new Art Gallery and a new Administration Building are being erected and improvements made to the grounds. The famous Black Watch Band, by gracious permission of His Majesty the King, and of the colonel and officers of the gallant old "Forty-two," has been engaged and will play three times each day during the entire period of the exhibition. A number of other decidedly superior attractions have also been arranged for. Altogether, therefore, the Executive feel justified in promising that Toronto's Great Fair of 1904 will eclipse all its predecessors. Copies of the Prize List can be had on application to J. O. Orr, Manager, 70 King St. E., Toronto.

PRIZES FOR ESSAYS ON METRIC SYSTEM

The Executive Committee of the Decimal Association have decided to offer a First Prize of £20 and a Second Prize of £10 for the best and second best essays on the advantages to be gained by the adoption of the Metric Weights and Measures throughout the British Empire, and on the best means for effecting the transition quickly and with the least inconvenience and disturbance to traders and the public generally. The essays are to be sent in to the Secretary, Edward Johnson, Oxford Court, Cannon Street, London, E.C., on or before January 1st, 1905.

Executive Council

JUNE MEETING

*Newfoundland Excursion Postponed—Offer
of Elder-Dempster Co.—Union Label Bill—
21 New Members.*

MINUTES of meeting of the Executive Council of the Canadian Manufacturers' Association held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, June 16th, 1904, at 2 p.m.

The following members were present,—Messrs. E. C. Boeckh, Geo. Booth, P. H. Burton, C. N. Candee, J. W. Cowan, Robt. Crean, Jno. Dick, J. F. Ellis, P. W. Ellis, W. K. George, Lloyd Harris, Jos. Horsfall, R. O. McCulloch, J. S. McKinnon, R. McLaughlin, W. K. McNaught, J. P. Murray, Thos. Roden, J. M. Taylor, A. W. Thomas, S. M. Wickett.

In the absence of the President, Mr. W. K. George, the first Vice-President occupied the Chair.

Minutes of the previous meeting were taken as read and approved upon motion of Mr. Taylor seconded by Mr. McCulloch.

Regrets were read from the following members unable to be present,—Messrs. Geo. E. Drummond, H. Cockshutt, W. P. Gundy, C. R. H. Warnock, C. H. Carrier, S. W. Ewing, H. Wright.

Reports of Officers and Committees were then presented as follows and upon motion were regularly adopted.

TREASURER

The treasurer, Mr. Geo. Booth submitted a financial statement showing the satisfactory state of the Finances of the Association.

FINANCE COMMITTEE

Mr. Booth also presented the report of the Finance Committee providing for the running expenses of the Association during the current month.

TARIFF COMMITTEE

The Report of the Tariff Committee was presented by W. K. McNaught. With one or two slight amendments recommended by the Tariff Committee it appears upon another page. The reading of the report was followed by a general discussion in which the Chairman and Messrs. McNaught, McLaughlin, Crean, Burton, Candee, Horsfall and others took part. The adopting of the report as a whole was moved by Mr. McNaught, seconded by Mr. J. F. Ellis, and unanimously carried.

RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented by the Chairman, Mr. Crean. The report was taken up largely with a statement concerning the arrangements for the proposed Newfoundland Excursion. Circumstances had arisen which made it imperative that the plans should be postponed and this recommendation was made by the Committee with hesitation and regret. The hope was expressed that if possible a trip should be made in the near future, the opinion of the Committee with regard to the advisability of making the Excursion not having changed.

The report also recommended the acceptance of twenty-one applications for membership, the names of which are published in another column.

COMMERCIAL INTELLIGENCE COMMITTEE

The Commercial Intelligence Committee reported a number of interesting items which had received their consideration at the last regular meeting. To the enquiry circular respecting the

Metric System addressed to all the members of the Association in April last only 240 replies had been received. The Committee considered this insufficient for the purpose of expressing the general conclusions of the members, and the Secretary was instructed to request replies from those who had not responded.

It was recommended that in connection with the proposed visit of Mr. W. Lloyd Wise to Canada, this gentleman should be asked to address the Association on the subject of patents.

It was suggested that a notice card naming a number of the important benefits derived from membership in the Association should be issued and forwarded to each member.

Enquiries had been made by the Association respecting the proposed Capetown Industrial Exhibition. From the information received the Exhibition appears to be, up to the present time at least, without any official status and a purely private enterprise. Under the circumstances it was recommended that no organized action should be taken to secure a display of Canadian manufactured goods.

One of the most important items contained in the report was that with regard to the offer made by Sir Alfred Jones of the Elder-Dempster Co. for free transportation of a limited number of manufacturers and their exhibits to the leading ports of South Africa. The Committee recommended that the Association should lend its hearty assistance in having the project of Sir Alfred Jones carried out and the Chairman and Secretary were appointed a special Committee to confer with the Elder-Dempster Co. in the matter.

RAILWAY AND TRANSPORTATION COMMITTEE

The report of the Railway and Transportation Committee was presented by the Manager of the Transportation Department, Mr. W. H. D. Miller.

During the month the Manager of Transportation had been located in Ottawa at the Russell House for greater convenience in dealing with railway matters which had to be discussed with the Board of Railway Commissioners, located also in Ottawa.

In addition to the matter of rates dealt with herein under Transportation Department, the Manager of Transportation had prepared for various industries comparisons of rates and classifications. He had also continued his correspondence with regard to marine insurance rates from Halifax and attended to such additional duties as his business in Ottawa in the interests of the Association might require. Headquarters and branches had been kept posted on various matters dealt with through the department from time to time as they transpired.

Owing to the approaching departure of the Commissioners on their transcontinental tour, the office in the Russell House has been closed, and the Manager is again located at headquarters in Toronto.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the Chairman, Mr. P. W. Ellis. A number of important matters which had received the attention of the Committee during the month were as follows:

1. Enforcement of the Adulteration Act.
2. Inland Revenue Charges for Stamping Measures of Capacity.
3. Immigration.
4. Trades Unions Bill in Great Britain.
5. Fire Equipment for Factories under the Ontario Factories Act, etc.

The replies received with regard to the scarcity of labor indicated a considerable demand for both male and female workers. The response not being complete, the statement of the returns was postponed until the next meeting.

The Association had been called upon to oppose again the Union Label Bill, which had on this occasion been introduced into the House of Commons by Mr. Ralph Smith, M.P. for Vancouver. Since the purpose of this Bill does not appear on its surface, the Committee deemed it advisable to issue a circular without delay to all the members of the Association and to the members of both Chambers at Ottawa, informing them of the true significance of the measure and the results which would inevitably follow its adoption. The members of the Association throughout Canada had been called upon to urge the defeat of the Bill.

During the past month the Association had been visited by Miss Vernon, the official representative of the British Women's Emigration Society. Care had been taken to place before her properly the need for female workers and the splendid advantages offered in Canadian factories.

SPECIAL COMMITTEE ON INSURANCE

The report of the Special Committee on Insurance was presented by Mr. J. P. Murray, and upon his motion, seconded by Mr. Thomas Roden, was regularly adopted. The report was merely one of progress on the investigations which were being made.

SPECIAL DOMINION EXHIBITION COMMITTEE

The report of the Special Committee on Dominion Exhibition was presented by the Secretary. It reported that a very creditable display of manufactured goods would be made at the Exhibition, 109 exhibits, embracing almost every important line of manufacture, having been placed through the office of the Association. All the necessary transportation arrangements had been made and special rates secured for exhibitors. A circular was being issued at once to exhibitors setting forth the details with regard to shipping arrangements, etc.

The reports of the Montreal Branch and Toronto Branch were received without being read, and are published elsewhere in this issue.

The meeting then adjourned.

TARIFF REPORT

Statement respecting the recent changes in Canadian Tariff, adopted by the Executive Council of the Canadian Manufacturers' Association, at its regular monthly meeting held in Toronto, on June 16, 1904.

1.—The Canadian Manufacturers' Association commends the general tendency of the recent tariff changes, announced by the Minister of Finance, inasmuch as they provide increased protection for certain Canadian industries.

2.—The Association, while pleased that the Government has favorably considered the necessities of the woollen and twine industries, does not consider the measure of protection granted as sufficient, and does not approve of the departure made by the Government in increasing the protection by decreasing the preference. Such action will probably be misinterpreted in Great Britain, whereas an increase in the regular duties on these lines would still have maintained the principle of a uniform preference for British goods.

3.—The Association, while gratified to note that the evil of "dumping" has been recognized by the Government, is of the opinion that it cannot be effectually remedied except by increased duties in necessary cases.

This conclusion is reached because of certain difficulties presented by the new regulations as follows :

First—The difficulty presents itself at each of the five hundred ports of entry in Canada, of a knowledge of what goods are made in the Dominion, this knowledge being necessary in order to determine the application of the clause.

Second—While a sufficiently high tariff would minimize the evils of "dumping," the new regulation still leaves room for evasion of the law and the slaughtering of foreign goods upon the Canadian market through rebates, commissions and similar methods.

Third—The Association is of the opinion that if this regulation is to be operated with any chance of success, the exporters in foreign countries who send goods to Canada should be required to accompany each invoice of such exports with a declaration stating not only that the prices named in the invoice are the ordinary credit prices in the manufacturers' market, but that no arrangement for rebate, reduction or compensation has been or is being made with the importing firm directly or indirectly.

Fourthly—If the new clause is to be operated effectively, a large and competent staff of experts is immediately rendered necessary.

4.—The Association still has the earnest conviction that "the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries."

The Association welcomes the announcement that a Tariff Commission will be appointed by the Government in the near future, and takes this opportunity of expressing the hope that such Commission will be of the nature recommended by the Association in the resolution passed at its Annual Meeting in 1903, as follows :

"That we recommend that the Dominion Government establish in Canada a permanent tariff commission of experts, who, under the direction of the Dominion Government, shall have constant supervision of the Canadian tariff with a view of making such recommendation to the Government as will best conserve and advance the interests of the Dominion."

In the opinion of the Association the present conditions demand immediate action by the appointment of a competent commission of the nature outlined.

TORONTO BRANCH

Fire Protection and Fire Insurance

THE regular monthly meeting of the Executive of the Toronto Branch was held on June 9th. Mr. J. P. Murray presided and others present were, Messrs. E. C. Boeckh, P. H. Burton, Geo. Booth, R. J. Copeland, J. W. Cowan, R. Crean, W. K. George, W. P. Gundy, D. T. McIntosh, J. S. McKinnon, John Northway, Thos. Roden, A. S. Rogers, J. R. Shaw, J. T. Sheridan, W. B. Tindall, S. M. Wickett and J. F. Wildman.

BRITISH COAL

Mr. P. B. Ball, Canadian Government Commercial Agent, Birmingham, England, asked that samples of several different grades of coal used in Canada be forwarded in order that the same might be tested. The English collieries were much interested in opening up business in Canada and wished to give quotations. It was decided to comply with Mr. Ball's request.

BUILDING BY-LAW

The Committee appointed at the last meeting to interview the City Architect regarding the thickness of walls reported that the allowance for openings had been increased from 25 to 40 per cent. and that other matters taken up with the City Architect were receiving consideration.

Great dissatisfaction was expressed at the delay there has been in passing the City Building By-law and the unsatisfactory treatment that architects and others having to do with the By-law had received at the City Hall. A deputation consisting of Messrs. J. P. Murray, W. B. Tindall, P. H. Burton, R. A. Donald and J. W. Cowan, and supported by several members of the Branch appeared before the City Council on June 13th and urged the Council to have this unsatisfactory condition of affairs righted with as little delay as possible. Assurances were given by the Council that prompt action would be taken.

INDEPENDENT WATER MAINS

In replying to an interview of the Chairman and Secretary of the Branch the City Engineer Mr. Rust stated that the cost of independent water mains in the congested district of the City would be between \$400,000 and \$500,000. The Committee were so strongly impressed with the necessity of the same, that an appointment was made to meet the Board of Control and urge that steps be taken immediately to provide a complete system for the city. The same deputation that appeared re the Building By-law appeared before the Board of Control on Friday, June 17th. All the members of the deputation urged prompt action. The Board of Control appeared favorable and the Mayor expressed himself to that effect and promised that the question would be dealt with without delay.

FIRE INSURANCE

The Secretary reported that he had been in communication with the Fire Insurance Committee appointed by the National Association of Manufacturers of the United States, and hope was expressed that the Committees would be of mutual benefit.

The Secretary was instructed to write the Secretary of the Board of Fire Underwriters and enquire when the specific rating that has been promised the City would be put in operation. The reply received stated that the work of inspection was already in progress, but that the date upon which the new rates would come into effect would depend largely upon whether it was decided to rate the City in sections as inspected or to withhold publication of rates till the whole City had been inspected and the new schedule applied.

Mr. H. S. Pell, Toronto, put before the Executive a plan for insurance whereby the Association would obtain the control and a voice in the management of a Company already established.

Mr. J. R. Skinner of New York outlined the plan of insurance of the Inter-Insurers of America. The object of Mr. Skinner's mission was to secure a few risks in Toronto and he was successful.

The special Committee on insurance was asked to consider the proposition of both Mr. Pell and Mr. Skinner.

MONTREAL BRANCH

Provincial and Municipal Licenses Considered— The Budget Speech—Tariff Revision Inadequate

THE regular monthly meeting of the Montreal Executive of the C. M. A. was held in the Montreal Board Room on Thursday, June 9th, at 2.30 p.m. The Chairman, Mr. C. C. Ballantyne, was in the chair, and there were also present Messrs. B. Tooke, Geo. Esplin, J. J. McGill, J. E. Mathews, J. C. Holden, J. S. N. Dougall, C. W. Davis, John Baillie, R. Munro, D. L. McGibbon, E. Tougas, and J. M. Fortier.

Communications were received from the Ministers of Customs and Marine and Fisheries, in reply to the request of the committee that the Harbor Board should not be allowed a rebate of duty upon imported materials entering into the construction of the proposed new steel sheds, being erected on the Harbor front at a cost of \$2,500,000. The committee judged from the letters and from the report of Mr. Miller of the Association's staff, who had interviewed several of the Ministers at Ottawa, that it was not probable that the request of the Harbor Commissioners for the rebate would be conceded to.

The dinner committee reported that the reception to Mr. Geo. E. Drummond had been postponed from June 9th to July 1st, the day previous to the departure of the Excursion. In view of the cancellation of this trip, the further postponement of the dinner is being considered in order that it may be given in the new quarters of the Canada Club.

EXTRA-PROVINCIAL CORPORATIONS

The attention of the Committee was drawn to the act passed by the Nova Scotia Legislature in March of this year, imposing a tax upon all incorporated companies doing business in that province. It will be noticed that the tax imposed upon extra-provincial corporations is just twice that levied upon Nova Scotia or Dominion corporations. It was reported to the Executive at the same time that the Bill introduced by the Quebec Government licensing Extra-Provincial Corporations and Joint Stock Companies had been passed with the amendment that those companies would be exempted that are incorporated in a province which does not license Quebec Corporations. That is to say the Quebec Government will not license Ontario companies if Ontario agrees not to license Quebec companies. The Executive Council may see fit to bring this section to the attention of the Ottawa Government and request the elimination of the license against Quebec Corporations in order that Ontario Corporations may do business in the Province of Quebec without paying a license. The Montreal Executive regrets that this system of restricting inter-provincial trade is spreading. The Nova Scotia Act seems to be most objectionable inasmuch as a tax is imposed even in cases where only travelers are sent into that Province.

MUNICIPAL LICENSES

The Chairman of the Committee reported that he had instructed the Secretary to write a letter to the Chairman of the Finance Committee of the City Council objecting to two clauses in By-law No. 313, the one imposing a license of \$5.00 upon all manufacturers who use oils, varnishes, petroleum, benzine, gasoline, or other very inflammable products, and the other placing a similar license upon each motor operated by gas, coal oil, gasoline, naphtha oil, electricity or any other power except steam. This letter has been placed in the hands of a sub-committee of the City Council and the collection of taxes has been temporarily suspended. It is probable that a delegation from the Montreal Branch will place other arguments before the Committee of the City Council, and it is hoped that the license which to some of our members who use a large number of motors, is a serious tax, will be removed.

PROPOSED TARIFF CHANGES

The Committee discussed at some length the recent Budget speech of the Finance Minister. In regard to the dumping clauses it was felt that either the Association or the Government must needs provide adequate inspection to make them useful, or to achieve the results aimed at by the Government. In regard to the tariff the following resolution was unanimously adopted: "That in view of the tariff changes recently effected by the Dominion Government and the promise made for a revision, the demands of this Association have not been fairly met and that the Association should carefully consider and determine the most advisable and strongest means to adopt to secure the changes desired." This resolution was forwarded to the Tariff Committee.

Four applications for membership were passed, bringing the Montreal membership past the 300 mark.

NEW MEMBERS

Passed by Executive Council, June 16, 1904

Gananoque, Ont.

THE ST. LAWRENCE STEEL & WIRE CO., LIMITED.—
Steel and Wire Goods.

Montreal, Que.

BERARD & MAJOR.—Carriages, Sleighs.

J. B. DORÉ & FILS.—Agricultural Implements.

GILMOUR & KEARNS.—Lithographers.

THE LOCOMOTIVE & MACHINE CO., LIMITED, OF
MONTREAL.—Locomotives and Structural Steel. X**New Glasgow, N.S.**

JOHN E. GARRETT.—Rug Patterns. X

Ottawa, Ont.

AHEARN & SOPER.—Electrical Apparatus.

THE C. ROSS CO., LIMITED.—Clothing. —

Quebec, Que.

F. X. DROLET.—Machinist.

Toronto, Ont.THE ART NOVELTY MANUFACTURING CO.—Advertis-
ing Novelties.

CANADIAN SILK CO., LIMITED.—Woven Labels. —

DIAMOND GLASS CO.—Glass.

DOMINION MILLERS' ASSOCIATION.—Flour and Mill
Feeds.THE EASTMAN MACHINE CO., LIMITED.—Labor Sav-
ing Machines, Air Compressors, Band Saws, Cloth
Cutters.

J. W. T. FAIRWEATHER & CO.—Furs. —

FRANKEL BROS.—Babbit and Solder and Pig Metals.

THE HEDLEY-SHAW MILLING CO., LIMITED.—Flour. —

IMPERIAL LUMBER CO., LIMITED.—Lumber. —

INTERNATIONAL STOCK FOOD CO.—Stock Foods and —
Veterinary Preparations.

METROPOLITAN SOAP CO., LIMITED.—Soap (Textile). —

A. B. ORMSBY, LIMITED.—Metal Roofing Material. X

CANADA'S OPPORTUNITY

The following extract from an address delivered by Charles Emory Smith before the Albany Chamber of Commerce is worthy of the earnest consideration of every true Canadian. It illustrates in a manner almost startling what thirty years of protection have done for the industries of the United States, and cannot but suggest the tremendous possibilities of our own country under the favoring influence of a similar policy.

"Thirty years ago" says Mr. Smith, "England held the industrial sceptre of the world. She was the great national workshop. To-day the manufactured product of the United States is three times as great as England's, and it is equal to that of England, Germany and France all put together. The increase in the United States manufactured product within 30 years is double the combined increase of these three great industrial and commercial nations of Europe. In other words, if we match the United States against England, Germany and France together, with double our population, our manufactures are already equal to all of theirs and are growing twice as fast. What wonder that the world marvels at our rising ascendancy and asks where it is to stop.

We have a corresponding growth in national wealth. Within thirty years the gain in the wealth of the United States has been more than \$60,000,000,000, which is substantially equal to the combined gain of England, France and Germany. The figures of our national earnings dazzle the imagination. The \$20,000,000 paid as a consolation money to Spain after our triumph in the Spanish war was equal to the earnings of the United States people in just four and one-half hours of a legal day's work. The earnings of the nation in an ample year at the present time are equivalent to more than one-half of its entire accumulated wealth in 1870—that is, it earns more than one-half of all that it had saved during all the pre-

vious years of its existence as a nation. We are the greatest spenders in the world, and if we did not spend so freely, if we were as thrifty as the French, our savings would be stupendous. Even as it is, our annual gain is about \$2,000,000,000, and every working day sees the United States over \$6,000,000 better off than it was the day before.

We hold the same pre-eminence in all the elements of industrial power. We make more than one-half of all the iron and steel made in the world. We have more railroad mileage than all Europe, and do as much railroad business with only one-fifth of the population. We use one-third of the world's wool and raise nine-tenths of its cotton. We grow one-fifth of its wheat and seven-eighths of its corn. Not only do we take the present lead, but we command the future because we possess the factors that control industrial supremacy. Coal and iron ore are the foundations of the basic industries. The coal fields of Germany are limited to 3,000 square miles and those of Great Britain to 9,300. What are then the mighty possibilities of the United States with a coal area of 200,000 square miles, only barely touched as yet, or, counting only iron producing coal, of 70,000 square miles, or 20,000 square miles more than the entire area of England?"

FURNITURE MANUFACTURERS' EXHIBITION**A DECIDED IMPROVEMENT OVER LAST YEAR'S FAIR**

Remarkable as was the success of the Furniture Fair held in Toronto in July last, this year's event far surpassed it in every respect. Nearly seventy exhibitors took part, and their combined displays filled to overflowing the old Main Building at Exhibition Park, besides the Horticultural Pavilion with its annex. The fair lasted for two full weeks. It was very largely attended, and the volume of business done is said to have been far in excess of what it was a year ago.

A number of new firms were this year represented for the first time, and the range of styles and designs was in consequence much wider. An improvement was also noticed in the finish, workmanship and general tastiness of the goods displayed. Compared with United States furniture, which was much in evidence, Canadian-made goods showed up very favorably, and it is almost to be regretted, from an educational point of view, that the management did not throw the doors open to the general public for a few days, so that people might see what excellent furniture our own factories are capable of producing. The exhibition, however, is strictly a trade affair, given for the benefit of the furniture dealers, who meet in Toronto in annual convention some time in July each year.

As a means of bringing together the retailer and manufacturer this fair serves a most useful purpose, and the example of the furniture men might well be followed by those engaged in other lines of trade.

LONDON OFFICE APPROVED OF

It is interesting to learn that the proposed establishment of a London office is meeting with favor in England. Among the cable despatches appearing in the *Mail and Empire* on June 25th, Mr. Harrison Watson is quoted on this subject as follows:

It seems not unlikely that we may have in London a suitable warehouse or show rooms in a central position for the display of Canadian products and manufactures. The appointment of a committee by the Canadian Manufacturers' Association to consider and report upon the best means of establishing a permanent Canadian exchange in London, looks like business. Had this been done years ago, instead of troubling about the absurd exhibition in the remote gallery of the far-away Imperial Institute it would have done great service to the Anglo-Canadian trade.

As curator of the Canadian Section of the Imperial Institute, Mr. Watson is in close touch with the trade requirements of Great Britain, and it is a matter of considerable satisfaction to know that the idea meets with his unqualified approval.

FIRE INSURANCE

The members of the Canadian Manufacturers' Association give their unanimous approval to the investigations of the Executive Council—Extracts from letters

ON May 31st the Fire Insurance Committee of the Executive Council forwarded a circular letter to the members of the Association pointing out, among other things, that more than 35 per cent. of all premiums paid fire insurance companies in Canada were spent for commissions, managing expenses and profits. The letter asked for the amount of insurance carried by each member and the rate paid, and invited suggestions.

The replies received up to the present time have exceeded the replies to any other circular letter sent out from the office. Further, the replies are unanimous in approving of the action of the Association in taking steps to secure cheaper insurance.

Short extracts are given below from a few of the letters received, which go to show the general feeling that exists throughout Canada and the support the Insurance Committee is receiving. These replies represent the views of manufacturers who have written from Almonte, Barnet, Brockville, Cobourg, Gananoque, Hamilton, Hanover, Kincardine, Kingston, London, Montreal, New Glasgow, Owen Sound, Oxford, Peterborough, Petrolia, Pictou, Port Dalhousie, Prescott, Quebec, St. Catharines, St. Hyacinthe, St. John, Three Rivers, Toronto, Walkerville and Winnipeg.

EXTRACTS FROM LETTERS

"In reply would say that we consider the present rates of insurance excessive and an extortion. The rates on our factory have advanced in two years from \$1.40 to \$2.97. The latest addition of 20 per cent. being made since the Toronto fire. We are willing to pay a reasonable rate, but this rate as set by the Underwriters' Association is unreasonable. We carry 60 per cent. of our insurance in non-tariff companies, who charge us \$1.00 and are glad to get the business at that. We trust that what endeavors you may make to adjust the rates of insurance may be successful."

"We hope you will make your protest as strong as you possibly can, as it is going to be ruinous to pay a rate of insurance of this kind. It will mean that less insurance will be carried or municipal companies will be formed to carry the insurance of the towns themselves. Hoping you may be successful in stamping out this outrage."

THE EVIL OF COMMISSIONS

"We think that the great cost of insurance is that the expenses of management, including agents' commission, are altogether too heavy, and that the inspection is not careful enough. The one acts on the other. That is, a large commission makes the business a very profitable one to the agent, and having no financial interest in the loss he practically has the company by the throat, and by threatening to take away the business, which is undeniably good, forces the manager to accept risks which his judgment tells him are liable to result in a loss."

"We are fully in accord with you in this matter, and trust that something may be done to remedy the unjust condition of affairs."

CO-OPERATIVE INSURANCE

"We hope you will not think it premature to suggest the idea that the Canadian Manufacturers' Association might possibly bring about a co-operative insurance scheme among the members of said Association."

"We are prepared to join in any scheme which will tend to check the disposition on part of insurance companies to raise rates every time a fire of any magnitude breaks out."

A MANUFACTURERS' MUTUAL

"We do not see why a Mutual Insurance Company could not be organized in this country on the same lines as the Manufacturers' Mutuals in the United States, many of which are now doing

business in Canada. These institutions have been run for a number of years, and are apparently very successful. If there is room for an organization of this kind in Canada, we think it would be the best way to reduce the insurance premiums."

"We have to say that we should be able to secure in Canada, a large enough number of subscribing manufacturing firms, members of this Association, to form a Mutual Insurance Company which could be conducted with safety and the cost of insurance reduced, as compared with present rates."

"I am delighted that you are moving in the matter of insurance, and trust that your efforts will be most successful in getting better rates, especially for the manufacturers."

"We think that the manufacturers could very successfully organize a company to carry at least part of the factory fire insurance risks which the regular companies now carry and do it at much lower rates than are at present charged. The management of the present fire companies is cumbersome and unnecessarily expensive."

"I am glad to hear that the Association is going into the matter thoroughly, as if something is not done we shall all have to take up the insurance business for a living, which seems bound to gain all but lose nothing."

"We trust your Committee will accomplish something in reducing the rates. Would it be feasible for the Manufacturers' Association of Canada to form an insurance association either on the straight insurance lines or on basis of assessment?"

"We think the Association has struck a great line of usefulness in instigating an inquiry into this matter. Our insurance is largely carried by ourselves on account of the excessive rate."

"While middlemen, known as 'agents,' get commissions on premiums, and management multiplied ad infinitum exists, the public will have to support the same, as they are not there for ornament."

INSURANCE LEAVING CANADA

"We might state that we have just received notice that our rates have advanced 20 per cent., and we have decided to put in a sprinkler system under the New England Mutual Co."

GOVERNMENT ASSISTANCE

"The step that you are now taking on behalf of the manufacturers, and I might say of the public in general, is a very nice movement. We are in this town probably as much handicapped for insurance as you are in Toronto and rates are getting enormously high, and if there was any means of getting the Government to assist us in bringing these insurance companies to a sensible rate, it would be indeed a great help to this country."

"We believe that a considerable reduction could be effected if expenses of getting insurance were done away with, as no doubt they might be amongst manufacturers."

"As you are aware, the Canadian Fire Underwriters' Association purpose increasing the rates, which are already far too high, keeping in view the risk incurred, and it is quite evident that the time for taking some concerted action has arrived."

"We considered previous rate too high, and present advance we believe uncalled for and extortionate."

ABOLISH COMMISSIONS

"I will watch for the result of the Committee's work on this subject with considerable interest. Personally I would like to see a company formed to accept manufacturers' risks through the company's office only, abolishing the present costly agency method and giving the insured the benefit of the present agents' commission of 15 per cent."

"We think your remarks are correct about insurance companies. They put up magnificent buildings and pay enormous salaries and parties insuring have to pay. We are not insured for anything near what we should be, on account of the unreasonable rate charged. We are very pleased to see the Association taking this matter up, and we wish you every success."

"We trust that the Association will soon be in a position to offer some suggestion whereby manufacturers will be able to procure insurance at better rates than at present."

"We should be very much pleased to co-operate with your Association in an effort to secure a better rate of insurance."

CANNOT CARRY INSURANCE

"Although we have done all possible by complying with the inspectors suggestions we still find our rates increasing very rapidly. Our rate has increased 50 per cent. since 1901. We are thinking seriously of carrying our own risk, and certainly shall if we can get no relief."

"We are inclined to think that a Canadian organization on the same lines (New England Mutuals) would be successful, and it might well be started under the auspices of the Canadian Manufacturers' Association."

"We appreciate the importance of this question, and trust that your Committee will be successful in arranging some scheme for procuring insurance at reasonable rates."

THE RATE AN EXTORTION

"We enclose herewith a memo. of our annual insurance and average rate of premium, and we think your Committee will be of our opinion that the rate is simply an extortion and beyond all human reason. It is unnecessary for us to say any proposition that can be made by the Committee that will be mutually beneficial will have our hearty endorsement."

"We trust that the Committee who have this matter in charge will be able to effect some change for the different members of the Canadian Manufacturers' Association, because we feel, as we know a great many other manufacturers feel, that the present rates for fire insurance are altogether too high, especially in the City of Toronto."

"I have your circular letter of the 31st ult. to hand, and might say I am in full sympathy with this insurance movement, Insurance is really very high indeed, and is a large drain on a man's business like mine. I feel that I should carry at least double the insurance I am carrying at present, but the rate in stock companies is simply prohibitory, consequently I have to work with mutual companies, whose rate is a good deal lower."

"Hoping your efforts may be rewarded by at least a fair rate covering manufacturers' risks."

"Timely move, glad to see a Company organized by members of the Association."

"We shall be glad to co-operate with the Fire Insurance Committee of your Association in anything that they may do to get a reduction of the present rates."

PAYING MORE THAN FIRE LOSS

"We think the insurance problem is one that can well be looked into by the Canadian Manufacturers and that something should be accomplished to effect a considerable saving in this line. The rates have constantly been advancing and it seems to us that manufacturers are asked to put up for losses sustained through other channels."

"We are heartily in accord with the action being taken by your Association. We would be very anxious to effect insurance on our plant here at any time that the rates would get down on a reasonable basis."

"We are insured with the New England Mutual Companies. Of course we would prefer to do business with Canadian Companies if we could get anywhere near the same terms, but so far have been unable to do so."

"We enclose you two schedules under which our Insurance is placed, and we enclose you three jumps of rates, which we have had in as many years. It would seem that they had about reached the limit although we never know what they will put on us next. We believe it is high time some co-operating was done."

"We would like to know if the manufacturers have ever considered the idea of forming an Insurance Co. amongst themselves, as we think something along this line would work very satisfactorily."

"We are much pleased to note you are taking up this important question and have no doubt you intend going quite thoroughly into the details of the matter."

"The united movement on behalf of the Manufacturers I think would be the correct thing and trust that you may have some influence upon Insurance Companies or suggest some scheme by which the rates can be reduced."

A GOOD HOME COMPANY

"This question of fire insurance I have given considerable thought to and feel confident that there is an opening for a good home company that will devote their energies to the development and taking care of sprinkler risks. I have experienced the fact that Insurance Companies here do not give sufficient encouragement to people that go to the expense of having their buildings fitted up with sprinklers. From Government statistics that I have seen published in the States the actual loss from buildings that are properly sprinkled is about 1-16th of a mill per cent., in fact almost nominal."

"We quite realize that Companies lately have been up against it more or less, on the other hand they have made little or no effort to discriminate in rates between proper risks and a bad hazard. Certainly we have been paying enormous rates for insurance which is a serious handicap in doing business in a place like Montreal against say New York with rates in many cases 200 per cent less."

"We think a strong mutual company could easily effect a saving to manufacturers in insurance premiums."

"We might say that the high proportion of expenses to revenue of the Insurance Company has often struck us. In some cases we have seen reports showing nearly 50 per cent and we thought that this state of things should be remedied if possible."

THE ASSOCIATION LIBRARY

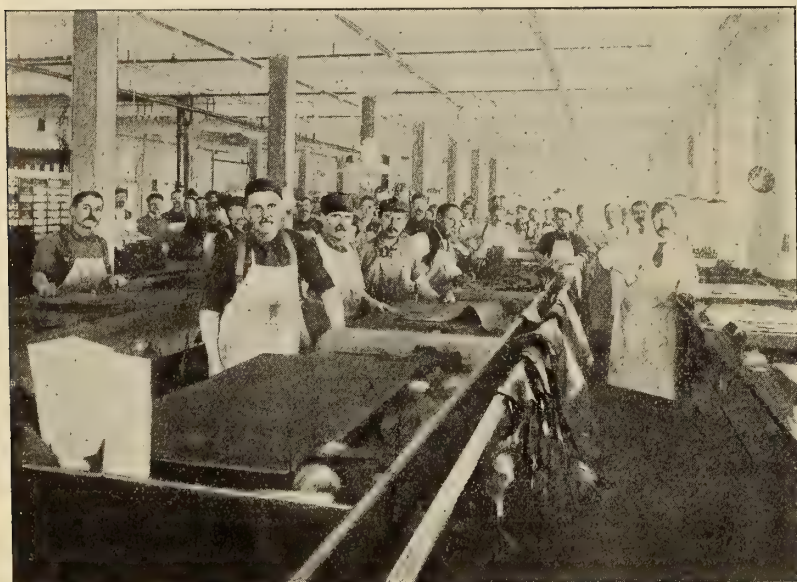
One of the most unique, and at the same time one of the most useful among the yearly publications relating to the Dominion of Canada is The Canadian Annual Review of Public Affairs, by J. Castell Hopkins. Unlike the ordinary year book, which is largely statistical in character, this work treats of current Canadian events from the broader standpoint of the historian. Thoroughly impartial in its reviews, which are concise and yet comprehensive, it forms a valuable addition to our national literature. All the leading topics of the day are dealt with; nothing seems to have escaped the author's attention. From a consideration of such important questions as the Alaskan Boundary Award, the Gamey Charges and the Grand Trunk Pacific, Mr. Hopkins passes to matters of less general interest, and discusses in turn the political, industrial and financial affairs of our country, recounts the progress made in the development of our national resources, reviews the work of our various religious and educational institutions, and in short touches upon almost every subject that may be regarded as having a direct bearing upon our life as a nation. The book comprises in all some six hundred pages, every line of which is made readily accessible by means of an elaborate and carefully prepared index. It is written in a clear, forceful and pleasing style, and may well be read by any one with profit and enjoyment.

The Industries of Canada

BOOT AND SHOE INDUSTRY

How a comfortable, good-wearing, stylish shoe is made by machinery—An industry of invention—Its scope in Canada—The superiority of "Made in Canada" Boots and Shoes

AT the Dominion of Canada Exhibition last year, there was a process exhibition of high-class boot and shoe manufacturing, when the public was given some conception of the multitude of processes and the speed of execution in a modern boot and shoe



IN THE CUTTING ROOM

factory. The record for the making of a Goodyear welted boot was 13 minutes. The "making," included lasting, welting, welt beating, bottom filling, sole laying, rounding, and channeling, channel opening, stitching, channel laying, leveling, stitch separating, heeling, slugging heel, heel trimming, heel breasting, fore part trimming, heel scouring, bottom buffing, edge setting, bottom finishing, seat beading and polishing of upper; all of these processes, with the exception of "bottom filling," were done by machinery.

AN INDUSTRY OF INVENTION

And yet it may be said that forty years ago there were no boot and shoe factories as we understand them to-day. All footwear was made by hand, and while some workmen may have been congregated together in some places, it was not until about the time of the Centennial Exposition in Philadelphia in 1876, that there was any decided movement toward the installation of machinery for the use of these "cobblers." The prejudice against the employment of machinery in the making of footwear was strong, as it was not thought possible to put sufficient brains into steel to enable it to manufacture either a well-fitting or a well-sewn boot. To-day the proportion of hand made boots that are consumed is infinitesimally small.

THE SEWN SHOE

While there were a few machines introduced, as we have said, about the time of the Centennial, perhaps the

real science of shoe manufacture dates from the invention of the Goodyear welted shoe. This is a sewn shoe with a smooth insole, in which the sewing is invisible and unfelt. The upper and insole are sewn to a welt which forms the top of the outsole; the outsole is then sewed to the welt, outside of the shoe altogether. When this shoe was originally introduced it was all hand sewn, but gradually machine sewing cheapened its production and made its use more common. With this machinery came also the McKay shoe machinery, which is the system of sewing together the out and insoles. In this system the outsole and insole are channeled, which gives the sewing on the inside a leather covering, but scarcely the amount of comfort or flexibility of the Goodyear shoe. It is used largely, however, for the medium grades.

THE PEGGED SHOE

With the triumph of the sewing machine, the pegged shoe was superseded to some extent, and, indeed, was compelled to struggle for its existence. It is the product of the oldest method of boot making, and owing to the ease with which it is repaired, it is still largely worn in the country and for heavy work. There have been a multitude of inventions for its manufacture since shoe machinery was introduced in earnest, and the most approved peg machines form one of the most interesting studies of the modern shoe factory. The pegging machines now used may be said to be fed with wood and leather, and turn out a "pegged shoe." The machine automatically forms its own pegs, the wood being fed to the machine in the form of carefully calendered strips of selected birch wood; these the machine cuts into pegs, and not only spaces and drives at the rate



IN THE MCKAY ROOM

of 600 per minute, but cuts them off closely to the leather inside the shoe. The machine is regulated to meet every requirement as to size of peg and spacing.

The manufacture of Goodyear, turned and welted, McKay and Standard Screw sewn, and pegged shoes, forms, roughly speaking, the basis of boot and shoe manufacturing. With all its intricacy of details, and with all the ever changing fashion, the boot and shoe factory industry is permanent. The cobbler is fast being displaced, indeed we may virtually say is displaced. The manufacturer of boots and shoes has placed his structure upon a



IN THE PEG ROOM

scientific basis; he has given the public a shoe of better quality, of greater comfort, of more handsome appearance than our great grandfathers ever dreamed of.

OUR CANADIAN INDUSTRY

In Canada we have a shoe industry of which Canadians have a right to be proud, not only because it employs a large volume of capital and a great number of workpeople, but also because, though it consumes great quantities of goods that are manufactured in Canada, such as leather, cotton, thread, machinery and paper, goods produced under a protective tariff, it is able to use those domestic goods and flourish in most lines under a 25 per cent. tariff. It has been said that Canada, on account of her protective tariff, will have difficulty in establishing a ship building industry within her confines, because it is an industry that calls for the product of almost every other manufacturing industry, and because the extra cost of these goods will not enable it to compete under a moderate tariff. Our experience with the boot and shoe industry does not bear out that opinion. At the very basis of boot and shoe manufacturing is a supply of suitable leather at a suitable price. The production of leather in Canada is protected by a moderate tariff, which has not only not hampered the boot and shoe industry, but has given it a good Canadian raw material second to none in the world.

ADVANCES IN CANADIAN LEATHER

The two Canadian industries, leather and boots, have advanced hand in hand. In fact both lines are exported. For the production of sole leather, our supply of bark makes Canada eminently fitted, which permits us to import hides and export the leather not needed for our own use. The fine leathers we imported for many years, but the recent progress has been remarkable, until now we are carrying on the same process with

some of the high grades that we are with the coarse leathers. To achieve this it has been necessary to become thoroughly acquainted with the most modern tanning processes the world over. Twenty years ago, for instance, the most popular leather for men's shoes was the waxed calf, which was finished on the flesh side and came from Germany and the south of France. For ladies' shoes alum tanned glazed kid was employed, made by such great French firms as Grison, Basset and Berrard. To-day these leathers are not employed, having given way to "Made in Canada" leathers produced by chemical processes. Chrome tanned box calf, finished on the grain side, is now the most popular leather for men's shoes, while chrome tanned glazed kid is employed largely in ladies'. The more expensive enamelled and patent leathers are now successfully manufactured in Canada by energetic firms, who have embarked upon these highly scientific industries without any too much tariff protection. Be it said to the credit of leather manufacturers that their products have given the greatest satisfaction; contributing in no small measure to the success of the Canadian shoe. It is claimed the chrome tanned process gives a lighter, a more handsome, a more easily polished, a more waterproof and a more durable leather than the old oil soaked material employed in all boots.

CANADIAN LASTS

So much for leather, which is the principal raw material. While similar remarks may be made about other raw materials such as machinery and cotton, it is regrettable that we cannot congratulate the industry upon the use of Canadian made lasts. This is an important item in boot and shoe factories, yet we find that a large percentage import their supply. Whether the fault lies with the boot or the last manufacturers it is not our place to say: it may be that Canada cannot yet take sufficient of one pattern of last to make the manufacture of the latest patterns profitable. But wherever the difficulty may be, it is to be hoped for the progress of our boot and shoe industry, that suitable lasts will be made in this country, in order that the 25 per cent. tariff may be saved to the industry.

There are in Canada about sixty wholesale manufacturers of boots and shoes, with a capital of about \$5,000,000, employing over 10,000 hands, giving an annual product of about \$10,000,000 (estimated). These factories are scattered through the Maritime Provinces, Quebec and Ontario. The greatest centre of the industry is in the city of Quebec, where there are about 25 factories.



IN THE FITTING ROOM

A WHOLESOME INDUSTRY

It will therefore be readily recognized that shoes are the basis of one of our greatest industries. It is moreover a wholesome industry; while there is a number of large factories, there is no watered stock. The industry also possesses a group of exceptionally able and progressive managers, keen in the search for the latest devices and models. As the workmen have become more skilled progress has also been aided.

TENDENCY TOWARDS SPECIALIZATION

The tendency at the present moment is to specialize. Our largest concerns find it impossible to employ their factories with-



IN THE SOLE LEATHER ROOM

out making all grades and all kinds, men's, women's, misses', boys' and children's boots, shoes and slippers. But our factories of medium size are finding it profitable to specialize either in one grade or in one kind. In this way our manufacturers save some expense in changing machinery, lasts, etc., concentrating their forces upon individual lines, placing themselves in a better position to compete with the United States article.

In 1903 the total importation of shoes into Canada was \$742,773, of which \$710,889 came from the United States. While this amount can form no more than 10 per cent. of the total consumption of boots and shoes in Canada, it must be looked upon in a more serious light than that figure would justify. Almost all those shoes imported are of a fine grade, and while they form a small percentage of the total consumption, they form a substantial percentage of the consumption of the high grades. We understand there are about \$3,600,000 worth of Goodyear welts and turns made in Canada, so that the United States' factories supply about 20 per cent. of the high grade boots and shoes bought by Canadians.

HIGHER TARIFF NEEDED

This importation is not in any manner attributable to the superiority of the imported article. The United States shoe is as a general rule well finished, and presents a good appearance, but lacks the wearing qualities. The value is skimmed wherever possible, thus permitting the manufacturer to send it into Canada, pay the 25 per cent. duty and sell at a profit. The Government which has just recently prohibited the importation of cheap carriages would also seem to be justified in placing a specific duty on boots and shoes in order to protect the Canadian consumer, who certainly gets better value in the domestic article. We understand that some United States houses

that open up stores in Canada, make special window samples and sell goods quite inferior to these samples.

There was a time when they did not find it so difficult to compete with the Canadian manufacturers in this market on account of advanced styles and new ideas. But that day is passed. Our Canadian houses keep continually in touch with the New England styles, they have expert pattern makers, and are courageous to the last degree in launching new ideas. The Canadian boot is now quite as handsome and certainly of better value than any imported article.

True the United States manufacturer can produce goods somewhat cheaper than his Canadian confrere, and this also helps to account for the Canadian importation. Catering, as he does, to a heavy consuming market, the United States manufacturer can specialize on one or two lines and thus reduce his cost of production. It is for these reasons that the Canadian manufacturer has asked for an increase in his protection to 35 per cent. It would appear only just in view of the fact that almost all his raw material bears a duty, some of it as high as 30 and 35 per cent., while the finer leathers bear a duty of 25 per cent.

There is also a new consideration that is just now affecting the boot and shoe industry. In England the woolen industry is made up of three industries, that of scouring, that of making yarns, and that of making the fabric. A similar tendency is noticeable in the United States boot and shoe industry, and in time it must affect this country. Across the line the manufacturers are becoming nothing more nor less than assemblers. Just as they have bought their lasts, they are beginning to buy their uppers, their heels, patterns, etc. By reducing the "expert" expense, it seems to reduce the cost of production.

MACHINERY

It would be impossible here to enter into a technical description of the machinery employed in boot and shoe manufacturing especially as there are now hundreds of machines used in each factory, and it keeps a manufacturer busy watching for labor-saving inventions. There seems to be little in the manufacture of a boot that machinery cannot now do, and indeed almost human devices have been invented. The system of sewing with the proper tension, the handling of nails, the lasting, or fitting the upper tightly about a last, the machine that finds stitches, heel building machines, are all wonderful in their way, and yet won-



THE GOODYEAR ROOM

derful as they are, a manufacturer can never tell the day nor the hour when they will be displaced. Suffice to say, since the time when Goodyear welts were patented, the speed in their production has increased a hundred fold.

EXPORTS

In the year 1903 Canada exported \$152,465 worth of boots and shoes, of which \$23,489 went to Great Britain, \$20,258 to the West Indies, \$62,026 to Newfoundland, and \$11,088 to New Zealand. Strange to say this includes both fine and coarse grades, some of our manufacturers of high grade boots having advertised their brands effectively in foreign markets. In view of our exportation of \$2,172,682 worth of leather, the export of boots and shoes must in time vastly increase.

Altogether our boot and shoe industry forms one of our most important industries; it is in good hands, and with a little readjustment of the tariff to protect properly our better grades (and they have proven themselves worthy of protection) the industry will continue to flourish and keep pace with the general growth of the nation.

TRADE CATALOGUES

The manufacturers of Galt are fast becoming noted for their handsome catalogues. In addition to those mentioned last month we have received from Clark & Demill an elaborate quarto volume, printed on loose sheets of extra heavy coated paper which has been perforated and tied with a green silk cord. On the front cover is the commendable motto "Made in Canada by Canadian Workmen." The press work all through is of the best. The catalogue contains lengthy descriptions and specifications of all kinds of wood working machinery, including planers, surfacers, jointers, matchers and moulders, besides a number of specialties, all of which are freely illustrated.

H. W. Petrie's new stock list which has just been completed contains the stock changes and price lists of all their iron and wood working machinery. The new warehouse is admirably situated, adjoining the Union Station, Toronto, and the travelling public are invited to make a throughfare of this building when passing to and from the depot. It occupies 60,000 sq. ft. of floor space, and a large staff is kept for the purpose of showing visitors around.

An exceedingly useful catalogue, though it can scarcely be called handsome, is that of the Hamilton Stamp and Stencil Works. This firm manufactures and deals in all kinds of hand printing stamps, stencils, brass and copper signs, plates and tags, besides a hundred and one little devices for saving time and labor around the office and in the shipping room. They are die-sinkers and machine tool makers, and have special facilities for turning out moulds for bicycle tires, and steel rolls for the manufacture of rubber shoes. Office men especially will find in this catalogue suggestions that will be valuable to them in their work.

The George B. Meadows, Toronto Wire, Iron and Brass Works Co., Ltd., have sent us a copy of their new Catalogue No 4. This book, which is a fine example of the printers' art, is taken up with a description of bank fittings, and illustrates a number of bank interiors. Mr. Meadows's company was the first in Canada to make a specialty of Bank and Office Railings, and Tellers' Cages. They have kept well to the front in both style and finish, and have demonstrated that the legend "Made in Canada" as applied to their work stands for quality equal to anything of foreign manufacture.

A comfortable looking sedan chair, with liveried porters standing in attendance, forms the subject for an attractive and appropriate cover design for the carriage catalogue of The Wm. Gray & Sons Co., Ltd. They show a large number of new and striking designs in the way of Stanhopes, Traps, Surreys, Kensingtons, etc., all of which are built by them throughout from the raw material. Within the past year their factory at Chatham has been greatly enlarged and improved, and they are now said to operate one of the most up-to-date plants of the kind in Canada.

D. Ackland & Son, of Winnipeg, one of the newest members, have sent us a copy of their latest descriptive catalogue and price list of carriage, wagon and sleigh wood goods. This firm has been in existence for a number of years and have had a wide experience in the carriage trade. They thoroughly understand the wood department, and make a specialty of manufacturing all kinds of carriage or wagon parts and fittings according to order.

Cooking would seem to be a most easy and delightful occupation, to judge from the attractive folder just to hand from the Moffat Stove Co., Limited, of Weston, Ont., manufacturers of the Canada Steel Range. "There is no range on earth," they say, "which has so many labor saving and practical improvements as the Canada." No doubt it will prove of valuable assistance in solving the servant girl problem.

RECENT INCORPORATIONS

The following are among the most important industrial corporations to receive charters during the past month:—The Union Tobacco Co., Ltd., Leamington, Ont., \$150,000; The Thamesville Canning Co., Ltd., Thamesville, Ont., \$30,000; The Frankford Canning and Packing Co., Ltd., Frankford, Ont., \$30,000; The Crown Mfg. Co., Ltd., Toronto, \$40,000 (Druggists' and Grocers' sundries); The John A. Lang Leather Co., Ltd., Ottawa, \$200,000 (Tanners); The International Automatic Machine Co., Ltd., New Glasgow, N.S., \$350,000; The Cape Breton Iron and Steel Co., Ltd., Sydney, C.B., \$250,000; Amherst Decorative Marble and Flooring Co., Ltd., Amherst, N.S., \$100,000; Western Electric Light and Power Co., Ltd., Brandon, Man., \$300,000; The Canadian Economic Lubricating Co., Ltd., Montreal, \$50,000; The New Century Refrigerator and Mfg. Co., Ltd., Dundas, Ont., \$75,000; The Kingston Milling Co., Ltd., Kingston, Ont., \$60,000; The Sub Target Co., Ltd., Toronto, \$1,000,000; Digby Lumber Co., Ltd., Winnipeg, Man., \$200,000.

JURISDICTION OF RAILWAY COMMISSIONERS

Chapter 3 of the present Railway Act defines the jurisdiction of the board with respect to the railways of Canada.

The Board have given a verbal ruling to the effect that they are empowered to deal with discriminations throughout Canada, on the main line of the Canadian Pacific Railway, or elsewhere. The Act exempts the main line of the Canadian Pacific Railway from the broad rate-making powers of the Board until ten per cent dividend is earned upon the cost of construction of that section, that is, Callender, Ontario and West.

It is re-assuring to a degree to know that the board considers that without the shadow of a doubt, it has the power of dealing with discriminations upon all sections of our transcontinental line.

SUBSTITUTE FOR COTTON

Referring to the manufacture of rhea fibre from ramie—a wild grass of the nettle species—the London Daily Mail of May 18th states that Mr. J. W. Lodge, of Sowerby Bridge, has written them as follows:

"The manufacture of this vegetable fibre is now well understood, and the initial and original difficulty of degumming has long since been overcome. To-day I have slieves and tops ready for spinning of the most perfect and beautiful character, which we can produce in unlimited quantities at about 4½d. per pound—considerably less than the price of raw cotton. Its purity and intensity of silky whiteness, its softness and tenacity, exceed anything that can be obtained, in my opinion, from the best American or Egyptian cotton."

Mr. Lodge states that he has manufactured the grass into cloth, dress goods, ropes for lifting or driving purposes, and other articles. The material, he says, is capable of being made up into the finest plush fabrics on account of the length and tenacity of its staple.

Transportation Department

MANUFACTURERS AND THE RAILWAY COMMISSION

AN interesting series of railway discussions was heard by the Board of Railway Commissioners in their court, which was opened at the City Hall on the 20th of June.

The railway companies were fully represented, and the new railway officer of the Board of Railway Commissioners, Mr. James Hardwell, late Assistant General Freight Agent of the Intercolonial, was present for the first time. The railway officers present were: For the Grand Trunk Railway, J. W. Loud, Freight Traffic Manager; John Pullen, General Freight Agent; C. E. Dewey, Division Freight Agent; J. L. McDonald, Division Freight Agent. For the Canadian Pacific Railway, G. M. Bosworth, Fourth Vice President; W. R. MacInnes, Freight Traffic Manager; W. B. Bulling, Assistant Freight Traffic Manager; M. H. Brown, General Freight Agent. For the Michigan Central, B. B. Mitchell, General Freight Traffic Manager; Carl Howe, Assistant General Freight Agent. For the Lake Erie and Detroit River Railway (Pere Marquette System), A. Patriarche, General Traffic Manager; T. Marshall, General Agent. For the Toronto, Hamilton and Buffalo Railway, F. F. Backus, General Freight Agent. For the Bay of Quinte Railway, J. F. Chapman, General Freight Agent. For the Canada Atlantic Railway, W. P. Hinton, General Freight Agent.

All three Commissioners, the Honorable A. G. Blair, Chief Commissioner; the Honorable M. E. Bernier, Deputy Commissioner; and Doctor James Mills, Commissioner, were present.

The matters discussed had reference to rate making and the questions which arise from the operations of railways, such as expropriations and crossings.

It is proposed to publish, as quickly as possible, a complete summary of the various cases. In the meantime, it might be stated that the following cases were presented on behalf of individual members: The Alnonte Knitting Co.—Discriminatory rates on coal from Suspension Bridge and Buffalo; The Tower Canadian Oiled Clothing Co.—Carload rates on oil clothing; The Sutherland-Innes Co. and the Wallaceburg Cooperage Co.—Excessive charges on cooperage stock to Montreal for export and to Montreal for local consumption; The Sydenham Glass Co.—Excessive charges on glassware.

On behalf of the milling sections of the Association, the department presented in conjunction with Mr. C. B. Watts, of the Dominion Millers' Association, the complaint of the flour millers with regard to rates upon flour for export, the present rates discriminating in favor of the United States millers, in that they are lower from Detroit under certain circumstances than from intermediate Canadian points.

On behalf of the split pea millers, the department brought up the question of the rating of split peas for export. Split peas were formerly carried to New York, etc. on the flour basis, while from the State of Michigan full classification 5th class rates were charged. A complaint was filed with the Interstate Commerce Commission, by a party residing in Port Huron, of unjust discrimination between the rates from Sarnia and Port Huron. The Canadian railways having been cited to appear in Washington, feeling probably that their case was indefensible, raised the Canadian rate by about eight cents per one hundred lbs. As the Michigan split peas are not exported the Canadian roads might have limited the application of the flour rates, as used upon split peas, to the export traffic, in which case the Interstate Commerce Commission would doubtless have been satisfied, but, instead of

taking this action, the rate was advanced upon the Canadian split peas which were being exported to Great Britain. The split peas have since been manufactured in Liverpool or London of whole peas received in bulk from Canada at rates frequently lower than the flour rates; or have been imported from Hamburg, Germany. The railways have conceded the validity of the argument of the pea millers that they are shut out by the rate from the British market, and have reduced the discrepancy between the flour and split pea rate until it is now three cents per one hundred lbs., but the Canadian miller is still shut out of the British market, hence the complaint.

The question of classification interests the Association generally. This matter has been under discussion for the past seven months, ever since, and even before, the Transportation Department was organized by the Association. Various attempts have been made, both by direct approach to the railways and by representations to the Board of Railway Commissioners, to bring the manufacturers and railways together, but without success.

The principal difficulties of which the manufacturers complain are the changes in rules 1 and 2—in rule 1 with respect to the minimum weights, and in rule 2 with respect to mixed carloads, and to the ratings of a number of commodities (the railway companies state there are only 21 items) which were advanced in classification No. 12 over the ratings authorized in classification No. 11.

Dealing first with the last mentioned exception, the matter of increased ratings, the more important of the increased ratings are being restored by the supplement which will go along with classification No. 12, when being approved by the Commissioners.

| | Classification to-day | | Classification will now be | |
|---|-----------------------|-----------|----------------------------|-----------|
| | L. | C.L.—C.L. | L. | C.L.—C.L. |
| Plows, Gang, Sulky, Shovel or Riding.... | 1 | 6 | 2 | 6 |
| Furs, manufactured | D 1 | .. | 1 | .. |
| Iron Beams, Columns and Girders..... | 3 | 5 | 3 | 6 |
| Skewers, in boxes or barrels..... | 2 | 5 | 3 | 5 |
| Bells, cow, in cases..... | 1 | .. | 2 | .. |
| Fanning Mills, set up, minimum weight, | | | | |
| 36 ft. cars, 20,000 lbs..... | | 6 | .. | .. |
| Min. weight, 36 ft. cars, 14,000 lbs..... | .. | .. | .. | 4 |
| Min. weight, 40 ft. cars, 24,000 lbs..... | .. | 6 | .. | .. |
| Min. weight, 40 ft. cars, 15,500 lbs..... | .. | .. | .. | 4 |
| Gramophones and Graphophones | D 1 | .. | 1 | .. |

Over and above these items, the railways have agreed, from time to time, during the past year, with various interests concerned to make certain reductions from the ratings in both classifications Nos. 11 and 12, which reduced ratings on account of the non-approval of the classification, have been withheld because it was stated these could not be put in effect, pending a decision from the Commission. These reduced ratings include the following items: Artificial Stone; Incubators and Brooders; Barrels in carloads; Office Desks; a number of other articles of Furniture; Hammers; Scale Crates, Stoves and Furnaces (the carload rating of stoves and furnaces will now be reduced from 4th to 5th class); Stationery and Envelopes and some other ratings of less importance.

Again, certain mixing privileges are introduced as amendments upon rule 2 of classification No. 12, such as a permission to mix for carload rates baby carriages and waggons with furniture, tinsmiths' tools with hardware, scales with hardware, and refrigerators with joiners' work.

The question of minimum carload weights is to be considered under two heads—first, the advance in the minimum weights from classification No. 11 to classification No. 12 for staple traffic, and second, the minimum weights of light and bulky commodities.

On the first heading, the only objection that the Association could raise to these advances in the minimum weights is that some commodities can not be loaded up to the minimum weights, prescribed in the present classification, or that the minimum is not based upon the reasonable periodical carload requirements of our country communities. It will be time to deal with these phases of the minimum weight question when the final classification is being discussed. The present minimum weights have been in force now for a year and two months and this question can wait the additional three to six months required by the Commissioners for a definite adjustment.

The second heading has reference to the minimum weights for light and bulky commodities, that is, for commodities which will not load up to 20,000 lbs. in an ordinary 36 ft. car. This important question was quite neglected by the railways until their attention was directed to it in December last by the Association. No immediate action was taken, but realizing, no doubt, the reasonableness of the contention of the Association, that the minima for the large cars of light and bulky commodities were on an unfair basis, the railways have undertaken to legislate in the supplement, which will be approved along with the classification, to an extent that will bring a measure of relief to the manufacturers interested, although it is hoped that still further reductions will be secured in consideration of the arguments that will be advanced when the question is again brought up for consideration.

In the matter of Rule 2, on the suggestion of this department, a compromise was effected. Rule 2 of Classification No. 11 will be restored by a circular supplement and approved with the present classification. It will be applied strictly to mixed carload traffic moving between points in Canada east of Port Arthur. Rule 2 of the present classification, which is not as broad and liberal an interpretation of transportation necessities, Rule 2 of the present classification which limits the mixing privilege to distinctive headings or lines of trade, Rule 2 of the present classification which discriminates in favor of one industry and against another, in so far as it fails to concede to all alike equal privileges with respect to mixed carloads, and in so far, too, as it withholds from consignees the same right of securing the same mixed carload privilege as is accorded to shippers, this rule No. 2 will be approved temporarily in classification No. 12 and will be applied upon business moving from points east of Port Arthur to points west of Port Arthur and upon business interchanged between points west of Port Arthur.

Both the railways and the Association realize that the compromise is not a satisfactory solution of the difficulty. The solution that will be satisfactory to the Association is the restoration of Rule 2 throughout Canada.

It is not the time to favor the splitting up of classification when all the tendencies are in the direction of making classification uniform. It is not the time to consent to the imposition upon communities or sections of the country discriminatory conditions by conceding to one industry or to one section of the community privileges that are withheld from others; but in the interests of the Association and in order that a temporary classification may be immediately put in force with the various concessions agreed to by the railways, but withheld from the shippers interested, a compromise was agreed upon as the wisest course in the premises.

THE PASSING OF THE UNITED STATES SHOE

A Canadian manufacturer puts forth the following plea for the products of the home factories. "There are \$19,000,000 worth of shoes made annually in Canada. Of this amount, \$4,917,000 goes in wages to Canadian shoe operators, and \$2,000,000 goes for clerk hire and salesmen's salaries. The United States, which is the greatest shoe-making nation in the world, can only sell to Canada \$600,000 worth per annum, as against the above amount. Why?

"No shoes have more appearance than the United States make, and wearers in that country are satisfied with shorter service than are Canadians, if the shoes fit their critical *eyes*. The Englishman, on the contrary, must have wear and comfort, to fit his critical *feet*. The Canadian wants *both* of these for the price of one of them, and so he never buys his first pair of English shoes, and rarely ever buys his second pair of United States, the appearance of the one being too clumsy and the service of the other too limited for his ideas of value.

"Aside from this, the Canadian wearer of United States shoes pays 25 per cent. duty on all materials in the shoe, the United States labor in it, United States rents, taxes and clerk hire, United States freight and warehousing, United States manufacturers' profits, United States wholesalers' profits and United States travelers' commission. A United States shoe, therefore, costing the Canadian wearer \$3.50, must have about \$1.00 leather value taken out of it. As the leather in such a shoe would be about \$1.75 worth, it will be seen how serious is the sacrifice of \$1.00 in the most vital part, concealed by a finish which disappears with the first week's wear.

"Of shoes imported into Canada, the whole purchase price goes forever out of the country, and the \$600,000 worth of them worn by Canadians, dissolve into these figures when dissected:

| | |
|--|-----------|
| Import Custom Duties | \$175,000 |
| United States Profit and Commission | 112,800 |
| United States Labor | 155,000 |
| Actual Leather Values, Material, Etc. | 182,500 |

When the retailer's profit is added, these United States shoes cost their Canadian wearers \$840,000, or nearly five times the value of the materials."—*The Maritime Merchant*.

The Wortman & Ward Co., Ltd., London, Ont., have recently completed a 40x60 ft. addition to their foundry, and a three storey addition, 90x50 feet to their main factory. They have also built new blacksmith and cooper shops.

A desirable building site has been purchased in Montreal by the Paterson Mfg. Co., who are now erecting a new factory for manufacturing building papers and roofing felts.

The Dalhousie Lumber Co. have added two new shingle machines to their mill, bringing their capacity up to 150,000 per day.

An energetic young member of the Canadian Manufacturers' Association, to whom the Association is indebted for many courtesies extended to its representatives at the Capital, is Mr. Alfred Wood, the proprietor of the Ottawa *Free Press*. As editor of the oldest evening newspaper in Canada, Mr. Wood is making his influence felt at Ottawa, and the *Free Press* has gained prestige under his management. It is the only liberal daily at the Capital, and Mr. Wood is in thorough unison with many objects of the Association.

The new pulp mill of J. R. Booth at Ottawa has commenced operations. It is a two-story structure of concrete and brick, and is equipped with the latest machinery, the capacity being 70 to 80 tons of pulp daily. The total cost was about \$150,000.

The Standard Varnish Works, operating branches in New York, Chicago and London, Eng., have acquired a large building site in the East end of Toronto, and intend to start work at once on the erection of a \$100,000 plant.

AUSTRALIA AND NEW ZEALAND

Mr. James B. Copland, late head traveler for Messrs. Perdriau & Co., Sydney, with seven years' experience throughout the Commonwealth and New Zealand, is now in Toronto and open to receive offers from manufacturers *re* their representation there. Address care of Canadian Manufacturers' Association, Toronto. Placing new lines a specialty.

Labor Column



UNION LABEL BILL

Objections to the measure introduced into the House of Commons by Mr. Ralph Smith, M. P.

NO REASONS FOR THE BILL

THIS Bill is the creation of Organized Labor. Only two arguments are advanced in its favor:

1. *To prevent manufacturers using the Label who are not entitled to it.*

No claim or instance has ever come to our knowledge, however, that manufacturers do so use the Label, and, therefore, this argument is groundless.

2. *That it tends to favor higher wages as against low wages.* This is an absolute misrepresentation. Equally high wages are paid in Union and Non-Union shops. The difference is not one of wages or hours, but of *Shop Government*.

ARGUMENTS AGAINST THE BILL

1. *The Bill aims at making the Union Label a TRADE MARK?* a Trade Mark. This is directly contrary to the provisions of the Dominion Trade Mark and Design Act in the following important features:

(a) The Act distinctly states (Sections 4 and 8) that the classification and registration of a Trade Mark demands a proprietary or vendible interest in the article or articles protected, on the part of the person applying for the Trade Mark. Therefore, a Labor Union cannot legally register a label of this kind.

(b) Trade Mark is designed, not for the protection of the manufacturers, but for the protection of the public, as it attaches responsibility to some one both for the material and workmanship of the article. The Union Label does neither. The passage of this Bill will not only disturb the present faith in Trade Marks, but will tend to destroy the law.

UNJUST DISCRIMINATION

2. *The true purpose of the Bill* is to secure the seal of Government approval for a particular "class" of labor and their particular method of shop government. This is both unwise and unjust.

THE BOYCOTT OF FREE LABOR

3. *The Bill provides a most powerful weapon for industrial warfare* by means of the boycott. It is known in the United States as the "Prince of Boycotters."

UNFAIR COMPULSION

4. *Only shops could use the Label where there are Unions organized*, thus a manufacturer in a town where there are no Unions would be discriminated against through no fault of his own.

EXPENSE

5. *The expense in marking many classes of goods*, especially in the metal trade where dies would be required, would be considerable.

LOSS OF FOREIGN TRADE

6. *The enactment of such a measure would cause loss in connection with foreign trade*, as many foreign customers demand that there shall be no distinguishing marks on the goods.

LOSS TO BOTH RETAILER AND MANUFACTURER

7. *Consider the loss that would be caused to a manufacturer* who has the privilege of using a Label and has it stamped on thousands of dollars' worth of goods in stock. A dispute may then arise with the Union and he becomes by this Bill amenable to heavy fines if he disposes of these goods. *The same loss would be caused to a retailer* in case a manufacturer's goods bear-

ing the Label were boycotted after he had purchased them. The results in this regard are so far reaching that it is hard to calculate the injustice that might be wrought.

8. *The Bill provides for marking both the TRANSPORTATION goods and the packages.* If the packages were not made by Union Labor the goods would have to go forward in cases not so marked. The result of this would be that these goods would be subjected to rough handling by Union longshoremen and railway freight handlers.

PURCHASE OF SUPPLIES

9. In the same way it would place the Union in a position not only to dictate the policy of the particular shop concerned, but also to say *from whom supplies should be purchased*, as they would refuse to work upon material not so labeled.

PROPRIETORS' RIGHTS DESTROYED

10. If this Label were given equal rank with regular Trade Marks, it would place the owner of a Trade Mark in the position of being *able to sell only half of the Trade Mark* which distinguished goods. In the case of many lines a Trade Mark is very valuable, but half a Trade Mark is of no value.

ARBITRARY AND COMPULSORY

11. It is claimed that the Label is not put on the goods without the manufacturers' consent. This is false, as *the boycott is used to compel the use of the Label.*

SUMMARY

Hence this Bill is *not in the interests of the general public* as it provides no guarantee for the quality of the goods made.

It is directly opposed to the interests of the great body of free workmen of Canada.

It is detrimental to the trade of Canada both at home and abroad.

It will interfere seriously with the progress of the manufacturing industries.

It is, in short, *only in the interest of a militant organization, representing only a small proportion of the workmen of Canada, who desire to legalize a boycott.*

UNIONS EXEMPT FROM RESPONSIBILITY

Clause 9.—"Nothing in this Act contained shall enable any suit, action, garnishee, interpleade or other proceeding to be brought, had or maintained, against a Labor Union except for the purpose of this Act."

This clause of the Bill is essentially wrong in principle. Labor Unions are daily asking for more rights. If they are to secure them and obtain the confidence of the manufacturers and the public generally, they must, in securing rights, also assume responsibilities. They must become registered responsible bodies, accountable for their deeds collectively as organizations, or of their individual members separately, just as joint stock companies are required by law to do, and just as manufacturers have to with regard to their employees. Without assuming these responsibilities, why should they ask to be entrusted with further rights?

AN ALIEN LABOR DECISION.

ACCORDING to the ruling of Police Magistrate Williams of Vancouver, afterwards upheld by Mr. Justice Duff, it is no violation of the Alien Labor Law for a Canadian firm to insert advertisements in United States papers inviting laborers or mechanics to apply for work at their place of business. The case in which this decision was given was that of a young machinist

named Mezzere who was alleged to have been brought from Seattle under contract to work for the Vancouver Engineering Works. The information was laid on behalf of the Vancouver Machinists Union by one G. Downey, and the case had several successive hearings in the Police Court.

It appears that some weeks ago a strike occurred among the machinists at the Vancouver Engineering Works over the question of shop management. Taking advantage of a time when work was plentiful and help scarce, the Union pressed for recognition in the shops referred to. Their demands were promptly rejected by the firm, who received the sympathetic support of all the other employers of this class of labor in the city. After some days of idleness, the strikers began to look for work elsewhere, but to their surprise found the doors of every city shop closed to them. Meanwhile their former places were being steadily filled by men from outside. Investigation disclosed the fact that a few of these had come from the United States, and the incensed machinists at once brought charges under the Alien Labor Law.

The following is the text of the Magistrate's decision :

"The information is laid under section 3 of chapter 13 of the Dominion Statutes, 1901, substituted for section 3, chapter 11, States, 1897.

The questions I have to decide are two :

First—Did the accused company authorize the publication of the advertisement, "Wanted, first-class machinists, apply Vancouver Engineering Works, Ltd., Vancouver, B. C." in the Seattle Post-Intelligencer of the issue of March 28 last ; and

Second—If so authorized did the accused violate the provisions of the above-mentioned act by authorizing the publication of such advertisement ?

The counsel for the prosecution and defence agreed that the case had narrowed down to these two points. I find it proved that the accused did authorize the publication of the advertisement.

As to the second question, I have come to the conclusion that the publication of the advertisement at the instance of the accused company is not a violation of the provisions of the act. In order to sustain the charge in the information it must be proved that there was a contract or agreement expressed or implied, parole or special, with Mezzere previous to his becoming a resident in or citizen of Canada.

That there was no such contract or agreement is too apparent to call for argument. I do not think section 8 of the act can be invoked in this information. If the prosecutor wished to proceed under the provisions of section 8, he should have laid his information under that section. By assuming the right of the accused to rely upon section 8, in proof of the charge it must be shown that there was a promise of employment through the advertisement. It makes no difference, for the purpose of construction, whether the advertisement was in a paper published in a foreign country or here. If Mr. Bird (counsel for the prosecution) put an advertisement in one of our daily papers, "Wanted an office boy, apply to Bird & Bydron-Jack, Vancouver, B. C.," it could not be contended that there was a promise to employ each or any boy that presented himself at the office, and that irrespective of his fitness for the position or his own estimate as to his value. There are no precedents directly bearing upon the case. If the advertisement had gone on "and we undertake to employ any machinists applying for work," then the reward cases might apply. See judgment in *Spencer et al. vs. Harding et al.*, 5, C. P., 563.

The advertisement cannot in any manner be tortured or twisted into a promise of employment. It only amounts to a statement that there is a demand for machinists at the works of the accused. It is at most merely an invitation for mechanics to call at the office of the company and negotiate for employment. These are not the elements of a contract, but only preliminaries. In *Cabbill vs. Carbolic Smoke Ball Company*, 1893, 1 Q. B. Brown, L. J., at p. 268.

If the accused had refused employment to Mezzere on his presenting himself, would the company have been liable in damages at the suit of Mezzere ?

If there was a promise, was it a promise that the law would enforce? I think not. What breach could have been assigned? How long was the engagement to have lasted? What were the hours of service? What was the rate of wages?

If the act was intended to meet a case of this kind it could easily have been framed to cover it. For the reasons aforesaid I dismiss the information. I make no order as to costs."

It is interesting to note that following upon the dismissal of this case the labor unionists affected have forwarded some suggestions to the British Columbia members at Ottawa with a view of having them incorporated in the amendments to the Act which have been promised by Sir Wm. Mulock.

First, they request that an amendment be made to provide for the appointment of a commission to take evidence in United States cities, so that the sworn testimony of witnesses on the other side of the line may be obtained.

Second, they ask that the Government shall bear the expenses of prosecutions when matters are brought to the attention of the Attorney-General by any reputable union with a membership of twenty-five.

UNION SHOP AGREEMENTS ILLEGAL

THE work of The American Anti-Boycott Association referred to briefly in the May issue of *INDUSTRIAL CANADA*, has already begun to bear fruit. During the recent strike at the works of the Kellogg Switchboard & Supply Co., in Chicago, an injunction was obtained restraining the strikers from molesting or picketing or otherwise intimidating non-union employees. Fourteen of the strikers defied the injunction and were sentenced to jail for contempt of court. An appeal was made to the Appellate Court of Cook County, and the decision of the Judges, which not only upholds the finding of the lower court, but enunciates principles of the utmost importance in similar controversies, is thus summarised in *The Iron Age* :

"The decision holds that a strike to compel an employer to execute a contract denying employment to other than union members is the use of unlawful means to compel an unlawful act ; that were such a contract signed under such duress it would be void ; that any workman has the right under the laws of the State of Illinois and the Constitution of the United States to life, liberty and property, his labor in this case being property ; similarly that an employer's business is his property, and any attempt to deprive him of his business by threats or intimidations is unlawful. The decision goes still further. It states in substance that labor leaders who seek to compel an employer to employ none but men belonging to their organizations are seeking to create a monopoly in defiance of law, and, further, that under sections 158 and 159 of the Criminal Code of the State they are conspirators, subject to a maximum fine of \$500 and imprisonment in the County Jail for six months.

The decision is a long one. It recites the testimony in the hearing before both courts, showing that the strikers maintained for many weeks a reign of terror in the neighborhood, brutally maltreating men and women who had gone to work for the Kellogg Company after the strike had been declared, all with the avowed and acknowledged intention of forcing the Company to sign an agreement that they would employ none but members of the unions making the demand ; providing for a steward for each craft in each factory, whose duty it should be to see that all employees belong to the union ; providing for an audience with the management at any time during working hours for the business agents of the union ; declaring that a sympathetic strike to uphold union principles be not considered a violation of the contract, and dictating that all apprentices, of whom there shall be no more than one to ten of the different crafts, also belong to the union."

It is held by a number of eminent Chicago attorneys that "this decision not only makes labor organizations or their members liable to criminal prosecution on the charge of conspiracy when they attempt to force or persuade an employer to close his shops to all but union members, but that an employer yielding to such a proposition becomes a co-conspirator amenable to the same law."

★ Scientific Notes ★

ELECTRIC SMELTING OF IRON ORES

THE following extracts are taken from the preliminary report made to the Minister of the Interior by Dr. Haanel, who, it will be remembered, was commissioned some few months ago to proceed to Europe to investigate the methods there in vogue for the manufacture of steel by the use of electricity.

"At Gysang, Sweden, steel of superior quality is made by the smelting together of charcoal, pig and scrap in an electric furnace of the induction type, that is to say, a furnace without electrodes. This process corresponds to the crucible steel process, but it has certain advantages over the latter in that the melted materials at no time during the operation are exposed to gases, some of which when absorbed deleteriously affect the quality of the product. The furnace worked quietly and regularly, producing on the average four tons of steel in 24 hours. 'Tapping' occurring every six hours, 116 electric horse power years were required per ton of product. The cost at the rate of \$10 per electric horse power a year would be \$1.16 per ton of product.

THE FRENCH PROCESS

At Laprah, France, steel is also made from melted scrap. The process differs from that at Gysang in that it permits of the purification of the materials employed, two slags being made for that purpose, and carbonization is effected in the furnace by carbon briquettes. The furnace is of the tilting pattern, consisting of an iron casing lined with dolomite brick. The bottom of the furnace is filled on top of the lining with crushed dolomite, upon which the charge reposes. Two electrodes pass through water-cooled joints in the roof of the furnace. The electrodes are vertical and parallel and are adjusted vertically either by hand or a specially constructed regulator. An alternating current of 4,000 amperes of 110 volts is distributed to the electrodes. Different classes of steel are made by the company at a cost electric energy absorbed of \$1.54 per ton of ingot. The selling price of steel varies from 363 francs 60 centimes to 123 francs 60 centimes per ton, depending upon quality. Interesting experiments were made for the commission at this plant in the production of pig from the ore in a very simple furnace consisting of an iron box of rectangular cross section, open on top and lined with refractory material. The bottom of the furnace in communication with the iron casing constituted one terminal of the electric circuit. A carbon electrode of square cross section and about three feet in length, placed vertically in the open top of the furnace, constituted the other terminal. By hand regulation this electrode could be lowered or raised within the furnace. Thirty charges of ore were made during the working, and thirteen taps of metal and slag taken.

By far the most important experiments witnessed by the Commission were those made by Mr. Keller, of Keller, Leleux & Company, of Livet. Some 90 tons of iron ore were used to demonstrate the economic production of pig iron by the electric process. The furnaces employed for these experiments were the furnaces used in the regular work of the company of making by the electric process the various ferros, such as ferro-silicon, ferro-chrome and so forth. The company at the time of the visit of the commission were under contract to furnish ferro-silicon to the Russian Government, but generously interrupted their pressing regular work to undertake the making of experiments for the commission. The furnace employed is of the resistance type, and consists of two iron casings of square cross section, forming two shafts communicating with each other at their lower end by means of a lateral canal. The cases are lined with refractory material. The base of each shaft is formed by a carbon block. These blocks are in electric

communication on the exterior of the furnace by means of copper bars. The carbon electrodes to which electric current is distributed pass two-thirds of their length into the shaft. The electrodes are prisms 72 centimetres in diameter and 135 centimetres long. Three sets of experiments were made as follows:—(1). Electric reduction of iron ore and obtaining different classes of pig grey, white and mottled. (2). Electric reduction of iron ore containing a definite amount of carbon in the charge, with a view of ascertaining the amount of electric energy absorbed in the production of one ton of pig iron. (3). The manufacture of ordinary steel of good quality from the pig manufactured in the preceding experiments.

The different classes of pig iron were obtained without difficulty, and the furnaces throughout the experiments worked quietly and without the slightest accident, the gas discharging on top in flickering flames, showing that the gas resulting from the reduction of the ore escaped at low pressure. The workmen employed were ordinary Italian laborers without any special training. A number of castings, such as columns, pulleys, gear wheels, plates and so forth were made, the metal drawn directly from the furnace. The castings showed sharp edges, a comparatively smooth surface, and were sound throughout. For the determination of the electric energy absorbed, the volt metre and ammeter employed to measure the volts and amperes were calibrated in the laboratory of the director of the electrical department of the University of Grenoble, who also ascertained the power factor of the alternator furnishing the electric energy. The electric energy absorbed per ton of pig was found to be .226 horse power years.

COST OF THE PRODUCT

The following are the figures which go to make up the approximate cost of producing a ton of pig iron: (1) Ore (hematite) metallic iron 55 per cent., 1.842 tons at \$1.50 per ton, \$2.76. (2) Coke for reduction, .33 tons at \$7 per ton, \$2.31. (3) Consumption of electrodes at \$5 per 220 pounds, 77 cents. (4) Lime, 30 cents. (5) Electric energy, .226 horsepower years at \$10 per e.h.y., \$2.26. (6) Labor at \$1.50 per day, 90 cents. (7) Different materials, 20 cents. (8) General expenses, 40 cents. (9) Repairs, maintenance, etc., 20 cents. (10) Amortization (machinery and building), 50 cents. Exclusive of royalty, \$10.60.

"It must be pointed out," says Dr. Haanel, "that the results obtained at Livet were the results of experiments in furnaces not specially adapted to the work required to be done. With the improved furnaces of which the commission has secured detailed drawings, permitting an account of higher column of charge a more effective use of the reducing power of the carbon monoxide evolved and the employment of machinery for charging the furnace to reduce the cost of labor, a much better figure than the one given will result."

SOAP FROM THE FRUIT OF A TREE

The Leicester Hosiery Trade Journal contains an account of an enterprise in Algeria to manufacture natural soap on a large scale from a tree known as "*Sapindus Utilis*." This plant, which has long been known in Japan, China, and India, bears a fruit of about the size of a horse-chestnut, smooth and round. The color varies from a yellowish green to brown. The inner part is of a dark color and has an oily kernel. The tree bears fruit in its sixth year and yields from 55 to 220 pounds of fruit, which can easily be harvested in the fall. By using water or alcohol the saponaceous ingredient of the fruit is extracted. The cost of production is said to be small and the soap, on account of possessing no alkaline qualities, is claimed to be superior to the ordinary soap of commerce.—U. S. Consular Reports

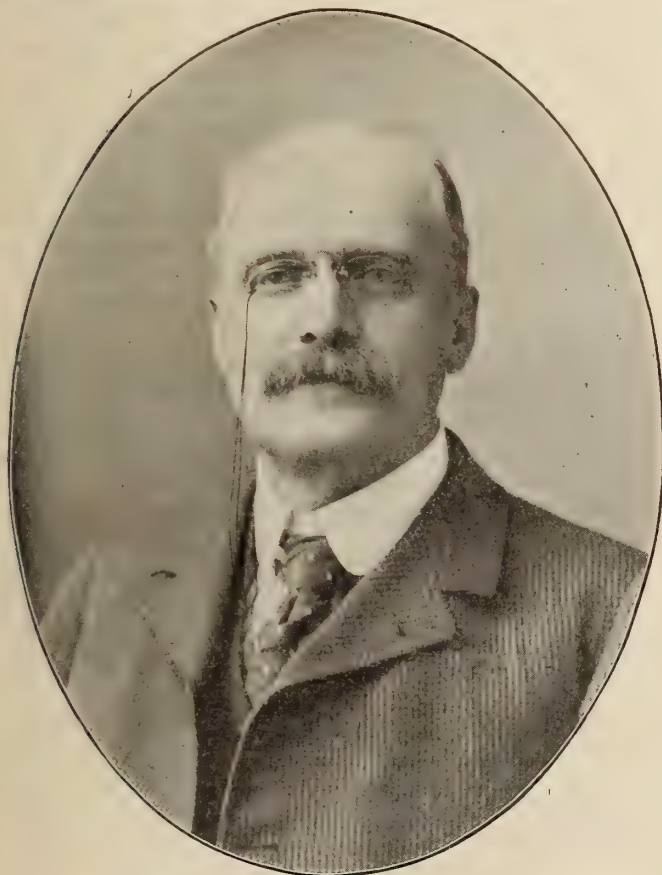
Industrial Activities OF THE MONTH



Contributions of interesting news items are invited

THE MANUFACTURERS OF CANADA

Edward Gurney is the only son of the late Edward Gurney, a native of Holland Patent, N. Y., who, in company with his brother Charles, laid the foundation in Hamilton in 1842 of the well-known foundry business of E. & C. Gurney. He was born in Hamilton in August, 1845. After receiving a general education at the local schools of that city, he entered his father's workshops, where he was given a thorough training as a moulder and made familiar with all the other departments of the trade. In 1869, on being admitted to the firm, he removed to Toronto, where he was placed in charge of a branch of the business then being opened up. From a comparatively small beginning the works at Toronto have been gradually enlarged and the business extended until to-day both are easily the largest of their class in the Dominion, and take rank with the largest concerns of the United States. In 1891 the firm became an incorporated company under the name of The Gurney Foundry Co. Ltd., with Mr. Gurney as President. A second branch of the business was established in Boston in 1887.



NO. 3.—MR. EDWARD GURNEY

Mr. Gurney has always taken a keen interest in public affairs and has filled from time to time a number of important offices. He was President of the Canadian Manufacturers' Association in 1879-80, and of the Toronto Board of Trade in 1897. More recently he was elected to the Presidency of the Crown Bank. He is also a member of the Temiskaming Railway Commission.

Those who have been associated with Mr. Gurney in office have found him a most delightful man to work with. His cheerful optimism and wonderful determination are a constant source of encouragement, while his shrewd judgment in matters of business makes him a tower of strength to any committee fortunate enough to have him for a member. He is a clear thinker and a polished speaker, and never fails to captivate his audience by the undercurrent of quiet humor which pervades nearly all of his remarks.

THE Barber & Ellis Co., of Toronto will remove their big envelope factory to Brantford. The reason assigned is the difficulty of securing labor in Toronto.

One of the largest lumber mills on the Pacific Coast will probably be located at Vancouver in the near future. It is to cost \$1,000,000, and will manufacture exclusively for export trade. It is understood that the capitalists behind the enterprise have been assured of the contract for the ties and timber that will be used in the construction of the Panama Canal. No names are given out officially, but Senator Cox, of Toronto, is said to be interested.

At a recent meeting of the New Brunswick Petroleum Co., whose head office is at Moncton, N. B., it was decided to build a refinery at their oil wells.

Semmens & Evel, of Hamilton, Ont., have installed another "Standard" plaiting machine in their establishment, at a cost of \$1,000. It will turn out 500 yds. of plaiting per day of ten hours, and will do the work of twenty hand sewers. There are only about fifty such machines in use on the continent, this firm operating two of them.

A Canadian syndicate with Mr. J. H. Inkster as the moving spirit has been organized in Winnipeg for the purpose of manufacturing real Havana cigars from Canadian grown leaf. The tobacco used will be the product of the far-famed Kelowna Valley of the Okanagan, a few miles from Vernon, B. C. It is said to be almost indistinguishable in flavor and texture from the real Havana product.

Work was begun a few weeks ago on the construction of the plant of the Niagara Falls Milling Co. The dimensions of the building are 38 x 80 ft., and the walls are to be of Queenston stone.

A factory for the manufacture of powdered milk is among the possibilities for Stratford, Ont. A company is being organized for the purpose by a Scotch gentleman named James Grant, who claims to have discovered a new and superior process, which he is zealously guarding.

The old cement works at False Creek, B. C., have been transformed into an experimental plant for the working of free-milling ores by the De Keyser electro-cyanide process. This process is pronounced by experts who have examined the plant to be so economical and satisfactory that it will likely revolutionize the reduction of free-milling ores.

The Palmerston Pork Packing Co., which has recently come under the management of Joseph M. O'Mara, of Limerick, Ireland, is again running to its full capacity of 2,000 hogs per week.

The McAdamite factory at St. John, N. B., will be re-opened some time in August. Mr. F. W. Beardsley, Manager of the McAdamite Metal Co., whose chief plant is at New Brighton, Staten Island, states that rods and castings made from this new metal have been introduced with great success in New York and Boston. He hopes to work up a profitable business in Canada, and to that end has already given orders for new machinery for the St. John establishment.

The new saw mill of the Murray & Gregory Co., St. John, N. B., has been completed and is now in operation. It has a capacity per day of nine hours of 75,000 ft. of lumber, besides two lath mills and two stave machines.

The Robert Simpson Co., Limited, of Toronto, will in all probability open a branch of their big department store in Winnipeg in the near future.

The Wm. McCann Milling Co., Toronto, have purchased the two large buildings lately occupied by the Toronto Carpet Co., on the Esplanade at the foot of Jarvis St. These are being remodelled to suit their business, and new machinery is being installed which will give them a capacity of 200 bbls. per day. They will manufacture Rolled Oats, Oatmeal, Pearl Barley, etc., and will employ about fifty hands.

The Ontario-Slocan Lumber Co., with head office at Orillia, Ont., have taken out a license to do business in British Columbia.

A linen mill seems likely to be established at an early date in Edmonton, Alta. The quality of flax fibre produced in that locality is said to be particularly fine, superior even to Irish and Belgian fibre, and Old Country capitalists are taking the matter up. Mr. Dickson of Edmonton is acting for the company.

The School of Practical Science, Toronto, announces that next fall it will establish a new department for the benefit of students wishing to prepare themselves for positions as chemical managers of manufacturing plants. Heretofore this work has been spread over a number of departments, but its growing importance has warranted the School in creating a special department for it.

An amalgamation has been effected between the well known firm of Rolph, Smith & Co., Toronto, whose plant it will be remembered was completely destroyed in the recent fire, and the Clark Lithographic Co. The new concern will be known as Rolph and Clark, Ltd. They will occupy the handsome new premises on the corner of Pearl and Simcoe Sts., now nearing completion.

The street cars of Vancouver are now being run by electric energy derived from the water power of Lake Beautiful. The Railway Co's first transformer was put in operation on June 4th. It is capable of handling about 800 h.p. A second transformer of almost equal capacity is well under way.

One of the latest industries to be established in Winnipeg is that of the Winnipeg Ceiling and Roofing Co. Their factory building, 50 x 220 ft. and two stories high, was completed early in June and operations have already been commenced. They will manufacture all kinds of sheet metal, used for roofing, siding, ceiling, etc.

Mr. Byrad Warnock has succeeded F. A. Hayhurst as Manager of James Warnock & Co., manufacturers of edge tools, etc., Galt. Mr. Hayhurst has been appointed Manager of the Galt Art Metal Co.

The Canadian Tin Plate Decorating Co., of London, Ont., is about to remove its factory to Hamilton. It will also increase its capital to \$100,000 and double its capacity. It manufactures principally fancy boxes for biscuits, tobacco, canned meats, etc.

Work will shortly be commenced by the Oriental Pulp and Power Co., on the erection of a million dollar pulp and paper mill on Princess Royal Island, B. C. J. M. McKinnon representing the capitalists comprising the company, states that they expect to market their paper in New Zealand, Australia, Japan, China and India. They will employ 300 hands.

A Dominion charter has been taken out by The Kamloops Lumber Company, Ltd. Their capital is \$500,000 and the head office will be in Toronto. Among the incorporators are George McCormick, M. P., G. W. Fowler, M. P., Lt. Col. J. I. Davidson, Lt. Col. J. A. McGillivray, and Hon. G. E. Foster.

The Rolla L. Crain Co., Ltd., of Ottawa, have enlarged the capacity of both their bindery and their pressroom, so as to meet the increasing demands of their rapidly growing business. They are specialists in the manufacture of loose leaf ledgers and office systems.

The Empire Elevator Co. have commenced work on the construction of a 1,750,000 bushel elevator at Fort William, Ont. Between 300 and 400 men are employed on the job and it is expected that it will be finished in time to handle this year's crop. It will be capable of unloading 150 cars of grain in ten hours, and two 500 ft. vessels will be able to tie up at the elevator's wharf and be loaded at the rate of 60,000 bushel an hour.

Mr. F. H. Clergue is one of the prime movers in a company who expect to put up a coke plant at Sault Ste. Marie, Mich., at a cost of \$750,000. It is their intention to supply the surrounding country with coal for commercial purposes, of which they will handle about 400,000 tons annually. The fine coal and screenings will be used for coke making. Their largest customer will be the Algoma Steel Plant.

Owing to the condition of the raw cotton market and the inadequate tariff protection, a number of Canadian Cotton Companies will close down their mills for the first two weeks in July, some of them perhaps for a larger period. The following firms are in the agreement: Marysville Cotton Co., Marysville, N. B., Montreal Cotton Co., Valleyfield, Que., Merchants', Dominion and Canadian Colored Cotton Companies, Montreal.

The annual meeting of the Hartt Boot and Shoe Co., of Fredericton, was held last month when a most satisfactory year's business was reported. A dividend of 10 per cent. on the paid up capital was declared. The prospects for the ensuing year seem to be particularly bright, and their large factory where about 150 hands are employed is now running full blast.

A Dominion Charter has been granted to John A. Humphrey & Son, Ltd., of Moncton, N.B., who will take over the business formerly carried on by William F. Humphrey. It is the intention of the new company to go largely into the manufacture of woollens and ready-made clothing, and to extend their business into every Province in Canada. Their authorized capital is \$500,000.

The Cameron, Dunn Mfg. Co., Ltd. of Strathroy, Ont., are erecting a new factory adjoining the G. T. R. yards, where they will have increased facilities for manufacturing all kinds of handles, of which they make a specialty.

By the middle of September, Stratford expects to have a new chair factory in operation. It will be put up by Crowe and Nichols, who have just completed the plans for their building. It will be 100 x 60 ft., four stories high, including basement, and the walls will be built of cement.

The Canada Chemical Mfg. Co., Ltd., of London, Ont., have placed upon the market a chemical preparation known as Tri-Sodium Phosphate, which is said to prevent the formation of scale in steam boilers. An interesting article on this subject appeared in the June issue of INDUSTRIAL CANADA.

The Harris Lithographing Co., another of the sufferers in the recent Toronto fire, are settled in their artistic new premises at 68 Wellington Place, and announce that they will be pleased to show their friends and patrons through their thoroughly modern establishment.

One of the largest lumber plants in Ontario is that which was recently placed in operation by the Rainy River Lumber Co. It is said to have cost a quarter of a million dollars. It has a daily capacity of 400,000 ft., and when fully manned will provide employment to over a thousand men.

The Dominion Government has placed an order with the Spramotor Co. of London for some of their power spraying machines. As many as 240 apple trees an hour can be sprayed with an apparatus of this kind.

The firm Smith & Baker, Dundas, Ont., have become incorporated, and are now known as The Double Use Mitten Co. Ltd. As their name would suggest, they manufacture a patent mitten which can be worn on either hand.



Foreign Trade News



TRADE OF SOUTH AMERICA

THE active campaign recently inaugurated by the Nova Scotia Branch of the Manufacturers' Association and the Halifax Board of Trade in favor of trade expansion with the countries of South America has awakened a widespread interest in the possibilities possessed by this hitherto neglected market.

Accurate and up-to-date statistics dealing with the foreign trade of some of these countries are rather difficult to obtain. The latest figures accessible for the whole continent are those of 1900. In that year the total foreign trade of the eleven countries of Latin South America amounted to \$821,000,000, made up as follows :

(Values given in million of dollars)

| | IMPORTS | EXPORTS | TOTAL |
|---------------------------|---------|---------|-------|
| Argentine Republic..... | 109 | 154 | 263 |
| Brazil | 84 | 162 | 246 |
| Chile | 47 | 61 | 108 |
| Uruguay..... | 23 | 29 | 52 |
| Peru..... | 11 | 21 | 32 |
| All other countries | 50 | 70 | 120 |

Canada participated in this trade to the extent of only \$2,402,696, or less than one-third of 1 per cent. Last year our trade with South America amounted to \$3,470,749—a slight increase, but still very far short of what it might be.

In point of commerce, area and population, Argentina and Brazil easily overshadow all the other countries of South America. Their joint area is over 4,500,000 square miles, or 60 per cent. of the area of the whole continent, while out of a total population of 38,000,000, one half, or 19,000,000, live in these two countries. Brazil is about two and one half times as large as Argentina and nearly three times as populous, yet its foreign trade is somewhat less than that of its smaller rival, and in many respects its markets are less attractive to Canadians than those of the Republic farther south.

BRAZIL

In 1901, Brazil had a foreign trade aggregating \$293,700,000, of which \$197,609,000 were exports and \$96,100,000 imports. The principal articles of commerce were as follows, values being given in millions of dollars.

| EXPORTS | | IMPORTS. | |
|------------------|---------|----------------------------|-------|
| Coffee | \$116.8 | Cotton Manufacturers | \$9.0 |
| Rubber | 41.9 | Jerked Beef | 8.3 |
| Tobacco | 7.8 | Flour..... | 7.3 |
| Sugar | 7.4 | Coal | 6.4 |
| Hides | 4.2 | Wines | 5.3 |
| Cacao | 4.2 | Iron and Steel..... | 5.1 |
| Gold | 2.2 | Wheat | 3.7 |
| Raw Cotton | 2.1 | Machines and accessories.. | 3.1 |
| Manganese..... | .6 | Codfish..... | 2.8 |
| | | Woolen Manufactures | 1.7 |
| | | Paper Manufactures | 1.5 |

It will be seen at a glance that coffee constitutes the leading export. For some time past the coffee trade of Brazil has not been on a remunerative basis, and the commerce of the whole country has suffered from a depression in consequence. British manufacturers, who have hitherto enjoyed the lion's share of the market, have been steadily losing ground on account of the heavy protection afforded Brazilian industries and the more active competition of Germany and the United States. The latter country buys more of the products of Brazil than Great Britain, France and Germany combined, yet Brazil, up to the present time, has been importing two and one half times as much from Great Britain as from the United States. These conditions are likely to be materially altered as a result of the tariff concessions recently

granted to the United States. By a decree published on April 16th last, the Brazilian Government accorded a preference to United States' products as follows: flour, 40 per cent.; rubber manufactures, 25 per cent.; paints and varnishes, 25 per cent.; condensed milk, 25 per cent.; clocks and watches, 25 per cent. It is stated that the preference on flour will be sufficient to exclude the output of even the Argentina mills, and United States manufacturers now flatter themselves that they will be in easy command of all Brazil north of Rio de Janeiro.

ARGENTINA

A field which presents far better opportunities to Canadian exporters, however, is to be found in the Argentine Republic, immediately to the south of Brazil. While as yet our trade with this country is quite small, it forms a nucleus which might easily be developed into a commerce of large proportions if only better transportation facilities were available. In 1903 the imports into Argentina were valued at \$131,206,600. The principal countries sharing in this trade, with their respective amounts, were :

| | |
|--------------------|---------------|
| Great Britain..... | \$ 44,826,749 |
| France..... | 12,708,238 |
| Germany | 17,009,322 |
| United States..... | 16,684,954 |
| Italy | 14,702,193 |

Canada sold goods in Argentina last year to the value of \$1,073,654, distributed among the following lines :

| | |
|--|---------|
| Gunpowder..... | \$ 548 |
| Iron and Steel, and mnfrs. of (including Agricultural Implements)..... | 60,923 |
| Machines and Machinery..... | 6,540 |
| Metals and Minerals..... | 67,702 |
| Paper..... | 5,818 |
| Spirits and Wines..... | 2,925 |
| Lumber..... | 913,719 |
| Box Shooks..... | 15,456 |

Practically all of our imports from Argentina enter Canada free of duty. In 1903 they were as follows :

| | |
|--------------------------------------|------------|
| Hides and Skins, other than Fur..... | \$ 831,770 |
| Flax Seed..... | 28,968 |
| Wool | 29,985 |
| All other articles..... | 381 |

Total \$ 891,104

AN AGRICULTURAL COUNTRY

The Argentine Republic is essentially an agricultural and pastoral country. It is for the most part situated in the south temperate zone, and has therefore a moderate climate which is strictly suited to white labor. With its broad plains and fertile soil it has been able to produce more grain per capita of population than any other country in the world. Conservative estimates place the population which it is well able to support at 75,000,000, whereas at present it has but 5,000,000 inhabitants. Heretofore its development has been retarded by the instability of its Government. Revolutions have been of frequent occurrence, and capitalists have looked askance at the opportunities for investment which it afforded. But now its day of revolutions seems to have passed, and a period of rapid and substantial progress is confidently looked for.

The nature of its industrial life makes it obvious that Argentina will require annually large quantities of agricultural implements, wire fencing, dairy appliances, etc., to say nothing of the general merchandise needed to satisfy the demands of a growing and prosperous people. Of plows alone in 1901 the country imported 34,468, valued at \$631,800. In 1902 the number of plows imported was 45,289, with a value of \$690,120, while during the first three

months of 1903 they totalled 27,420, which at a proportionate rate for the year would represent a value of \$2,332,800. With a corresponding demand for other kinds of farm implements the market of Argentina would seem to be well worth cultivating, and no doubt the general excellence of Canadian agricultural machinery would gain for it a ready sale in a country which already seems disposed to favor the Union Jack.

LIVE STOCK

In the matter of live stock, too, the possibilities for developing a profitable trade seem particularly bright. Those who have investigated the subject carefully state that Argentina can take almost all the pure bred animals that we can spare. The deteriorating effect which the climate of the immense plateaus exerts upon the herds of cattle makes it necessary to import good stock in large numbers, and it is claimed that fabulous prices could be obtained for Canadian cattle were but satisfactory means provided of getting them there. A rigid system of veterinary inspection is in force, and certificates of health are required from the Department of Agriculture of the country exporting. In 1902 the number of pure bred cattle imported into Argentina was 8,022, and of sheep 53,771. European cattle and sheep are absolutely excluded, so that the opportunities afforded Canadian shippers are proportionately greater.

A big fair and auction sale, attended it is said by 95 per cent. of the ranchers of Argentina, is held in September of each year at Buenos Ayres. In 1902 the sales of cattle, horses and sheep at this exhibition reached a total of \$1,391,797. This year, for the first time, foreign cattle will be allowed to compete, and it is to be hoped that Canadian breeders will be well represented.

STEAMSHIP CONNECTIONS.

The greatest obstacle at the present time in the way of trade expansion with the countries of South America is the inadequate nature of the transportation facilities afforded. Canada has no direct line of its own to the more southerly ports, and the custom has been to ship via New York, where connections are to be had for Rio de Janeiro, Monte Video and Buenos Ayres. The suggestion has been made that the Allan and Elder Dempster lines to South Africa should make the places referred to ports of call, but it seems hardly likely that the idea will commend itself to these companies, as it would make the route to South Africa a very indirect one. Overtures have been made by the Argentina Government with a view to establishing a direct service, and it is stated that they have offered some of their transports for a few preliminary trips, simply to demonstrate the feasibility of the project. Canadian enterprise may be depended upon to furnish ample cargoes from this end, and the people of Argentina are apparently satisfied that they can market in Canada a sufficient quantity of their wool, hides, tallow, flax and sugar to make the service a profitable one to the steamship company. The opportunity is one which the Dominion authorities should immediately take advantage of, for it would be the means of establishing without expense to themselves the financial possibilities of the service.

OPENINGS IN AUSTRALIA

Mr. D. H. Ross, one of the Commercial Agents of the Dominion Government in Australia, reports that the prospect of a preferential tariff being adopted in that country has caused increased activity on the part of Canadian manufacturers who are there represented. Already there seems to be a general tendency among importers to give preference to Canadian goods, and a considerable expansion of our trade with Australia may confidently be looked for.

Among the lines in which there appear to be particularly good openings at the present time, he mentions vehicles of all sorts. These have already been introduced in large numbers, but the demand is by no means satisfied. Curtains and chenilles of attractive designs and colors are also required.

The entire absence of modern heating appliances leads to the belief that a large business could be done in radiators if their advantages were but made more generally known. Many of the best public buildings in Australia are still without any provision for heating, other than the old-fashioned open fireplace. This has proved to be anything but satisfactory, and Mr. Ross thinks that Canadian heating systems, once introduced, would meet with general favor.

TRADE WITH AUSTRALIA

Mr. Ross contributes another interesting article in the Weekly Report of the Department of Trade and Commerce for June 27th, on the subject of Canadian Trade with Australia.

The value of the Commonwealth's imports from over-sea amounted last year to more than £40,000,000, of which Canada's share was less than £400,000, or something under one per cent. These figures, it is pointed out, are as accurate as the customs classification will allow, though as long as New York remains the principal port of shipment of Canadian exports to Australia, it is certain that a portion of the shipments will be credited to the United States. The principal articles we sold them, with their respective values, were: drapery, £10,637; preserved fish, £10,955; flour, £108,285; oats and wheat, £21,547; agricultural implements, £58,412; machinery, £20,630; frozen meats, £15,120; undressed timber, £36,601; and vehicles, £24,894.

There seems to be a strong demand for Canadian boots and shoes. Mr. Ross has interviewed a number of Melbourne importers, and has come to the conclusion that there are exceptional opportunities for our leading manufacturers in that line to secure capable representation in Australia. One old established Melbourne firm, with branches in New Zealand, have written him to the effect that they have been obliged to curtail very largely their importations from the United States owing to the duty. While boots and shoes of British or Colonial manufacture pay only 25 per cent., United States goods have to pay 37½ per cent., with the result that the latter are being gradually forced out of the market. The lines principally in demand are men's shoes that sell from \$2 to \$3; women's, \$1.25 to \$2.50; children's and misses', \$1 to \$1.50. The firm enquiring are anxious to be placed in communication with a Canadian house of good standing, and their address can be obtained by applying to the Toronto office of the Canadian Manufacturers' Association.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Dublin—A correspondent in Dublin, Ireland, asks to be put in touch with manufacturers who desire a representative there.

London—A firm of electric and mechanical engineers in London, England, who are at present negotiating with several Canadian firms desire to get in touch with other firms to arrange to represent them on the English market. The firm has been established 15 years and conducts an electrical and mechanical machinery business. They act as London agents for an important South African firm and have connections in India and Japan. Their method of doing business appears to be very thorough.

London—A London house is prepared to act as buying and shipping agent for Canadian importers, and offer special advantages in this connection. They are also open to receive consignments of produce for sale on commission.

Northampton—A correspondent in Northampton desires to act as a representative of Canadian manufacturers. He also wishes particulars regarding the timber trade.

Paris—A Paris house is looking out for agencies for Canadian firms desiring to open up an export business with France,

Porto—An agent at **Porto, Portugal**, is desirous of establishing relations with Canadian shippers with a view to taking up their representation.

Roustchouk—A commission merchant in **Roustchouk, Germany**, asks to be put in communication with firms in a position to ship mineral oils for lubricating, leather, canvass, cotton, etc.

Vancouver—A wholesale manufacturers' agent in **Vancouver** desires to represent Canadian manufacturers of carriage and wagon malleables, carriage and wagon woodware, and carriage wheels.

Apples, Lobsters and Salmon—A firm of wholesale commission merchants established 1893 in **Christiana, Norway**, desires to communicate with shippers of the above. In apples they wish to procure both the green fruit and evaporated. For green apples they mention Baldwins. In case of business payment would be cash against documents. Two references are forwarded.



Bacon, Tinned Fruits, Canned Fruits and Vegetables—An agent established for 20 years in **Scotland** desires to communicate with shippers of the above.

Preserved Beef, Lobsters, Salmon, Fruits, Food Stuffs and Groceries, also Cordage, Fishing Tackle, Sails, Oils, Lard, Sea Biscuits, etc.—A merchant in **Boulange** desires to communicate with Canadian shippers in the above lines with a view to representing manufacturers and shippers as a general agent either for the whole of France or for the territory of the north.

Boxes and Baskets, (Fruit)—An export and import commission merchant established in **Capetown, South Africa**, in 1899 and sending references desires to procure Fruit Boxes and Baskets, etc., 18" x 12" x 9" and 18" x 12" x 6" and 18" x 12" x 3" with $\frac{3}{4}$ " side, not end, wood battens for ventilation, $\frac{1}{2}$ peck, 1 peck and 1 bushel baskets.

METALLIC
SKYLIGHTS & VENTILATORS
METALLIC ROOFING CO. LIMITED
TORONTO, CANADA.

EASTLAKE
STEEL
SHINGLES
WRITE FOR PRICES
METALLIC ROOFING CO. LIMITED
TORONTO, CANADA.

Canada's Premier 

PIANOS
GRAND UPRIGHT
THE GERHARD HEINTZMAN
STRICTLY HIGH GRADE
Factory—Sherbourne Street, **TORONTO**

Butter—A wholesale agent in **Edinburgh** has asked to be referred to Canadian houses who require the services of an agent (not buying) to introduce or extend their butter trade.

Butter, Cheese, Bacon, Meats, Fruits—The owners of extensive cold air stores in **England**, who also act as agents for the sale of dairy produce, are anxious to get into touch with large shippers of the above.

Cedar, (Red)—Enquiry has been made by an **English** firm for supplies of red cedar from Canada.

Cereals, Corn, Wheat, Maize, Etc.—A correspondent in **Genoa, Italy**, who sends several references, desires to represent Canadian firms in the above lines.

Cider—A **West of England** firm is prepared to receive consignments of Canadian made cider to sell on commission or to purchase outright.

Clay, Stoneware—A firm of brick and tile manufacturers are desirous of getting into touch with likely exporters in Canada of stoneware clay as used in the manufacture of glazed pipes. They are also anxious to have a patent self-centring pipe introduced to the Canadian market.

Corn Oil and Tallow—An old established firm in **Liverpool** desires to communicate with Canadian shippers of corn oil and tallow. They are in a position to place large quantities of corn oil on the European market.

Desk Fittings—Enquiry has been received for the names of Canadian firms who supply the necessary materials for fitting up roll-top office desks.

FORESIGHT

Show your wisdom by equipping your premises with our **Fireproof Windows**. It lowers your Insurance Premiums.

—CONTRACTORS AND MANUFACTURERS OF—

METAL { **Ceilings**
Cornices
Roofing
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Fireproof Skylights

We are equipping the following buildings with our Fireproof Windows:—
W. R. Brock & Co., Ltd.; Gordon-MacKay & Co., Ltd.; Gillespie Fur Co. Ltd., of Toronto, and McDonald & Wright, Winnipeg.

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Telephones—Office Main 1725 Works Main 3458 Evenings Main 3136

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FOR HOME AND EXPORT TRADE

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THE GODERICH ORGAN CO., Ltd,
GODERICH - - CANADA

Drugs, Chemicals, Etc., Wood-Pulp, Builders' Materials, Cordage, Rope and Twine, Extract of Hemlock Bark, Machinery (especially for printing and allied trades) Paper and Bookbinders' Materials—A merchant and agent who has recently commenced business in London, England, asks to be put in touch with Canadian firms desiring to export to Great Britain. He mentions the above but is also interested in other smaller lines. In the case of raw materials he prefers to act as a commission agent, but is willing to purchase manufactured articles on his own account. Good references are forwarded. It is possible the correspondent will be in Canada within the next few months.

Fish Curers and Apple Exporters—The names of the leading Canadian fish curers and apple exporters have been asked for by a London house.

Flannelettes and Fleeced Lined Underwear—A London firm is particularly interested in the above and invites correspondence with manufacturers. The same firm has houses in Manchester and Glasgow.

Flour, Tea, Cotton, Soap—(a) An import and export wholesale merchant, established 1901 in Derna (Tripolitaine), Africa, wishes to purchase the above. References are given.

(b) The British Consular Agent in Derna, who is also a import and export merchant established since 1897 desires to communicate with shippers in the above lines.

Flour, Butter, Etc.—A London export and import merchant and agent is looking out for Canadian shippers of flour, butter, etc., as he is in a position to dispose of considerable quantities.

Flour, Etc.—A gentleman with business connections in South Wales and the West of England is shortly leaving for a trip to Canada, and desires to meet millers and others who might contemplate appointing a representative in England.

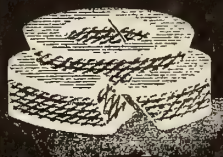
Fruit Pulp and Produce—A Liverpool firm having a staff of travellers are prepared to represent Canadian shippers of the above.

Furniture—A gentlemen with experience of the London market and of the South African trade desires to obtain the representation of a few Canadian manufacturers more especially in bank, church and office furniture, joinery and bent wood.

Graphite, Paints—A Glasgow firm have asked to be placed in touch with parties in Canada from whom they can get supplies of graphite; also for the names of a few good houses in the Dominion selling paints for ship requirements and engineers' use.

Leather—A resident of Germany who has a good connection in the leather trade is seeking a few Canadian agencies.

Machinery, Dairy and Butter—A New York Commission house dealing particularly with South America asks for the names of manufacturers of the above.



ENGINE PACKINGS.

We carry a large stock of all the STANDARD PACKINGS.

COLD WATER SWEATING PIPES are remedied by our SPECIAL COVERING.

EUREKA MINERAL WOOL & ASBESTOS CO.

Montreal Branch: 369 St. James Street.

74 York Street, TORONTO.

THE HAMILTON STEEL & IRON COMPANY,
Limited

HAMILTON - CANADA

Open Hearth

STEEL CASTINGS

of any Weight

A Purely Canadian Industry

MICA COVERING

For Steam, Heat and Cold Water Pipes, Flues, Furnaces, Boilers, Etc.

Refrigerating Plants

Proved by experts in Canada, Great Britain and the United States to be highest nonconductor in the world.

In use by all the principal Railways in Canada, Great Britain and India, and by the British Admiralty and War Office.

Mica Weather Proof cover is the most durable as well as being the highest nonconductor that is made.

—Manufactured solely by—

MICA BOILER COVERING COMPANY
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86 to 92 Ann Street

MONTREAL

Awards at { Paris Exposition, 1900; Pan-American Exposition, 1901.
Glasgow, 1901; Wolverhampton, 1902, etc., etc.

Every Manufacturer
in Canada

should have an Announcement in

The Dominion Exhibition

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THE **COMMERCIAL**
ESTABLISHED 1882
6th WEEKLY FINANCIAL, COMMERCIAL &
GENERAL TRADE NEWSPAPER OF THE GREAT WEST.

Issued July 9th, and reaching the trade
two weeks before the Exhibition opens.

Every probable buyer of your goods will receive a copy
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Full Page (9 x 12 inches).....\$35
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WINNIPEG:

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115 Board of Trade.

The only journal of its class published in and representing Western
Canada trade and progress.

Minerals—A London firm of mineral and metallurgical agents desire to obtain the sole agency of some Canadian mines. They can also act as agents for the refined or crude metals, including nickel, copper, tungsten, molybdenum, etc., and for non-metallic minerals such as asbestos and mica.

Nameplates—A firm in **St. Johns**, Newfoundland wish to secure brass or celluloid plates $\frac{3}{4}$ " x $2\frac{1}{2}$ ", printed as trade labels to be attached to cabinet work.

Oatmeal, Meats, Etc.—A London firm of produce importers are open to represent a first class Canadian rolled oats mill and some packers of canned meats, fruits, etc.

Powder, Mica—A correspondent in **Paris, France**, desires to obtain large quantities of Mica Powder in 10 and 20 ton lots and in various degrees of fineness.

Produce, Maple Syrup, Etc.—A merchant at **Havre** is seeking to establish an agency in Canada for Martinique rum. He is also prepared to act as agent in France for Canadian exporters of general produce, maple syrup, skids, etc.

Provisions (a) A firm of wholesale merchants established 1897 ask for quotations c. i. f. London on dried and canned provisions. They wish either to purchase or to sell on commission.

(b) A London firm writes that they are in a position to deal with large consignments of bacon, cheese, fruits, flour and similar goods. Canadian references are forwarded.

Rawhide—An enquiry comes from **London** asking for the names of shippers of Rawhide.

Timber and Furniture—A firm in **Cairo** who are agents for the Federation of British manufacturers wish to cultivate trade with Canada. They make particular reference to the above lines. Timber at present is supplied by Norway, Italy and Roumania and household furniture by Austria.

Wheat—A London firm interested in the Mediterranean shipping trade desire the agency for a Canadian wheat exporter who would be able to act as their agent in Canada for Italian fruits and other produce.

Montreal Steel Works, Ltd.

—MANUFACTURERS OF—

STEEL CASTINGS

(Acid Open Hearth System up to 15 Tons)

Springs, Frogs,
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FOR STEAM AND ELECTRIC RAILWAYS

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SOLE ADVERTISEMENT CONTRACTORS FOR:—

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Advertisements inserted in all British newspapers and magazines.

For cost of particulars apply to

RATCLIFFE ADVERTISING AGENCY,

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STEEL SOLE ROLL FOR RUBBER SHOES (Weight 750 lbs.)

Being turned in the machine shop of the Hamilton Stamp and Stencil Works



We send this roll out knurled and engraved ready for use.

Special attention is given to repairing Fine Machinery, Numbering Machines, Making and Repairing Fine Cutting Dies, &c.

HAMILTON STAMP AND STENCIL WORKS, HAMILTON, ONTARIO

STEAM BOILERS

Horizontal
Return
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Upright
Marine
Locomotive

The facilities of our new Boiler Shop are unsurpassed for the execution of large and heavy rivetted steel plate work of every description.

**Smoke Stacks, Stand Pipes
Water Tanks, etc.**

**Structural Steel Work of every Description
Roofs, Buildings, Bridges,
Turntables, Cranes, etc.**

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Head Office & Works - TORONTO, ONT.

District Offices:

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VANCOUVER

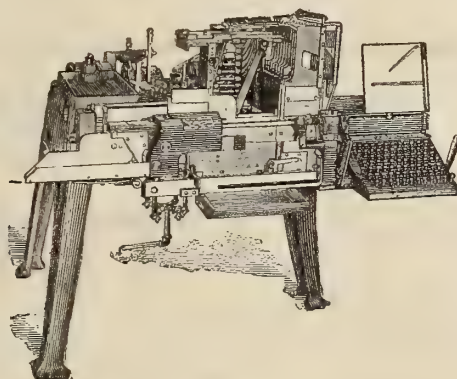
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THE MONOLINE



HAS RECEIVED NUMEROUS MEDALS AND AWARDS
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THE HIGHEST AWARD OF THE PARIS EXPOSITION—
LE GRAND PRIX—THE GREATEST PRIZE GIVEN IN
THE CIVILIZED WORLD FOR MECHANICAL
EXCELLENCE.

**BEST
AND CHEAPEST**



**NOT FOR USE
IN THE
UNITED STATES**

SUCCESSFULLY USED THROUGHOUT CANADA, IN AUSTRALASIA, SOUTH AFRICA
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WE GUARANTEE THE MONOLINE TO BE THE BEST AND CHEAPEST LINE
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MANUFACTURED BY

The Canadian Composing Co., Limited,

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MONTREAL, CANADA

BRITISH COLUMBIA

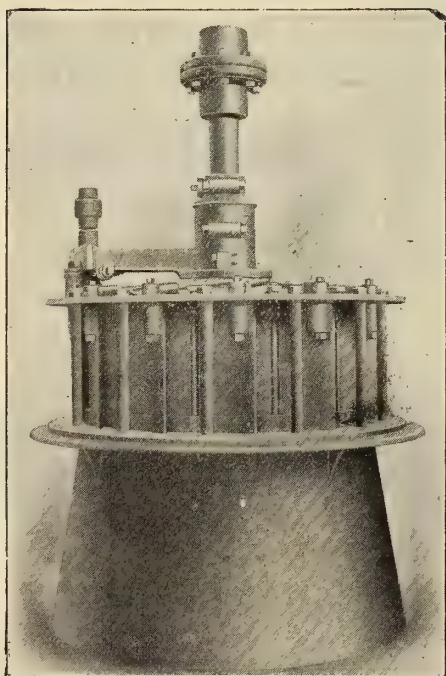
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Covers the entire Province of British Columbia (Branch Office in Vancouver). More "WANT" ads appear in the Sunday COLONIST than in any other paper west of Winnipeg.

The following is commended to the attention of advertisers looking for trade in B. C.:—

"Mr. Sarel, of the British Columbia Book Store (Vancouver), recently advertised in the Victoria COLONIST, the Vancouver News-Advertiser and an afternoon Vancouver paper in connection with the purchasing of a ranch. It has been ascertained by the COLONIST correspondent that the replies through the COLONIST were nine in number and more numerous than the other two papers combined."

Extract from a letter received from Vancouver correspondent of the COLONIST.



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UPRIGHT AND HORIZONTAL

For all Heads.

On account of their Speed, Great Power, High Efficiency, and Easy Regulation, they are the most satisfactory water wheels on the market.

Performance fully guaranteed.

The WM. HAMILTON MFG. CO.
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THE TRADERS BANK OF CANADA

Incorporated by Act of Parliament 1885.

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| CAPITAL FULLY PAID | - - - - - | \$1,500,000 |
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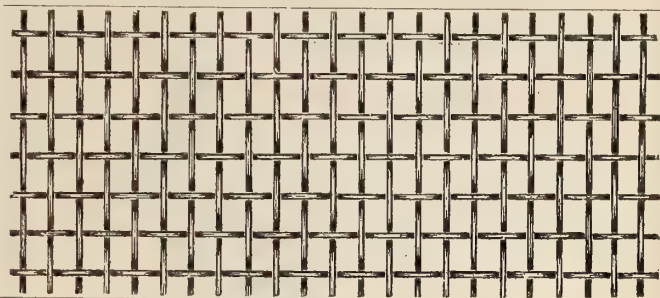
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Special Oblong and Square Meshes
for Cotton and Wool Drying Floors
Wire Guards for Mill Windows
Perforated Metals for Dye Vats
Wire Rope for all purposes



The B. GREENING WIRE CO., Limited
HAMILTON, ONT. - MONTREAL, QUE.

"Made in Canada"

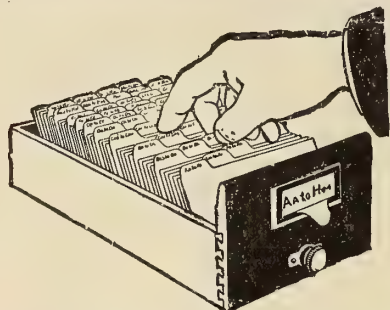
Is a good precept for Canadian producers to advocate and all things being equal it is good policy for Canadians to give preference in their purchases to Canadian manufactured goods.

The CANADIAN LINE of STEAMERS

running to Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Tobago, Trinidad and Demerara, is owned and operated by Canadian people. It is for the development of Canadian West India trade, and "Made in Canada" people who would be consistent should at least give it the preference when making shipments.

Full Information from PICKFORD & BLACK, Halifax.

Your Factory Cost TOLD IN A MOMENT



The Card Index System enables you to tell in a moment the exact cost of producing any article you have in stock. Records of quotations given and received, in fact any record pertaining to your business can be kept in a concise and complete form by this system.

Write for samples of cards and Catalogue No. 601.

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1902 NOTRE DAME

WHOLESALE MANUFACTURERS OF

HARNESS, TRUNKS & BAGS, MILITARY AND STOCK SADDLES, LEGGINGS

Leather, Saddlery Hardware & Shoe Findings.



Sample Rooms in Toronto, Winnipeg, Brandon and Vancouver

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Balmoral Block, 1902 Notre Dame St., MONTREAL

CANADA TO SOUTH AFRICA

JOINT DIRECT SERVICE BY

THE ELDER DEMPSTER AND FURNESS LINES

Under contract with the Canadian Government.

MONTHLY SAILINGS

From MONTREAL & QUEBEC in summer
AND
From ST. JOHN & HALIFAX in winter
—TO—
CAPETOWN, PORT ELIZABETH,
EAST LONDON or DURBAN

Calling at other ports if sufficient cargo offers.

The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also Cold Storage Accommodation for the carriage of perishable freight.

For particulars of steamers and dates of sailings, see daily papers, and for all other information, rates of freight, etc., apply to

ELDER DEMPSTER & CO.,
Or to FURNESS, WITHY & CO., Limited,
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TRANSVAAL

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NATAL

THE ...

J. W. Taylor Company, LIMITED

Pioneer Canadian Importers of the Transvaal.
First in 1896, Foremost ever since.

Building Material and Machinery of all
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General Indenters for Farming Implements,
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CANADIAN MANUFACTURED GOODS OUR SPECIALTY.

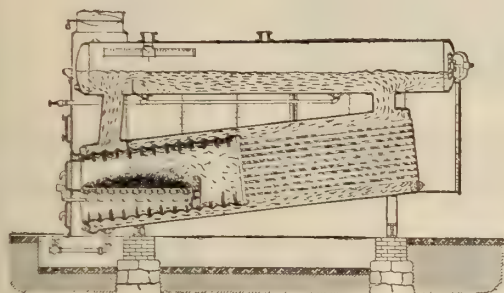
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Exploration Bldgs.,
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Correspondence Solicited and Manufacturers' interests protected

Internal Furnace Saves 10 Per Cent.



An externally fired boiler wastes fuel because of the radiation of heat from the outside of the brick-work and the leakage of cold air above the fire, which causes a double loss by heating the excess of air and by producing imperfect combustion.

In a Robb-Mumford internally fired boilers the heat is transmitted directly to the water, and air cannot get into the furnace except through the regular drafts. This makes a saving of at least ten per cent.

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**BELTING
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VALVES
VALVE SHEET
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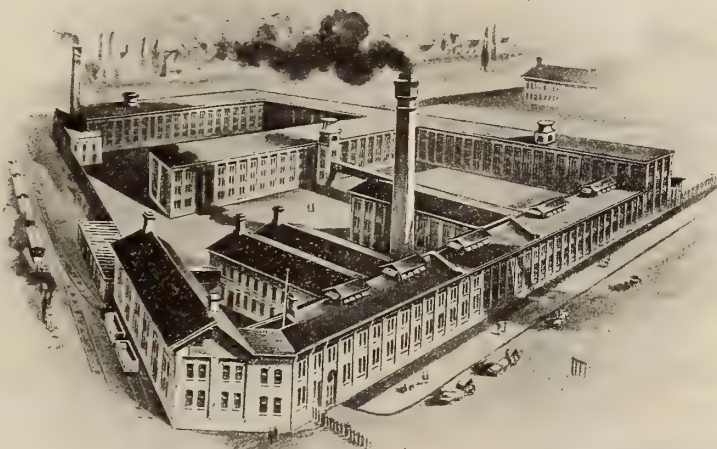
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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.
The best fitting, best wearing and most stylish rubber footwear on the market.

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RAILWAY VARNISHES & COLORS A SPECIALTY.

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The Pride of the Paper Trade

This water-mark on each sheet

FOR
LETTER
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&c.



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MADE IN CANADA
—BY—
THE ROLLAND PAPER CO.
HIGH GRADE PAPER MAKERS

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RUBBER GOODS

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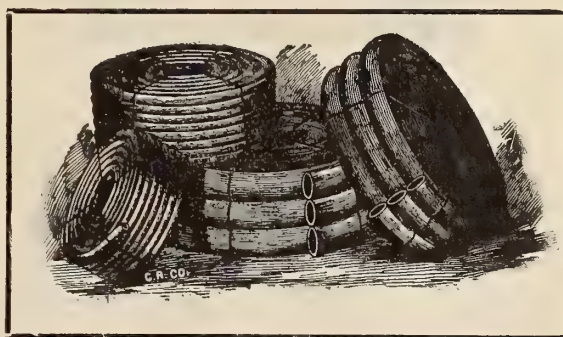
Druggists' Sundries

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THE CANADIAN RUBBER CO.

of Montreal

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MARINE ENGINES—Simple, Compound and Triple Expansion

STATIONARY ENGINES—Crown Automatic Type

Horizontal Tubular Boilers and Tank Work a Specialty

Steel Vessels and Dredges of all Sizes

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OUR BRANDS

"CRESCENT" "COLONIAL"
"PREMIER""VICTORIA" "BLUE and WHITE"
"WHITE"**"STAR DECORATED"**

Pressed, Pieced, Japanned and Lithographed

... **TINWARE** ...COPPER, SHEET IRON AND GALVANIZED WARES
OIL STOVES, TINNED SPOONS, LANTERNS,
WIRE GOODS, &c., &c.,

Catalogue on application to . . .

The Thos. Davidson Mfg. Co., Ltd.
MONTREAL**WATERPROOF
WRAPPING
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A new line for export shipments and packages to distant points in Canada. Absolutely waterproof, reasonable in price. Put up in rolls, two halves. Practically odorless. Will not sweat or stain. Lined on both sides with clean smooth paper, the Waterproofing being in the centre. Samples and prices with pleasure.

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A. KLIPSTEIN & CO.

MONTREAL

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Brantford
Carman, Man.
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Delhi
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Dunnville
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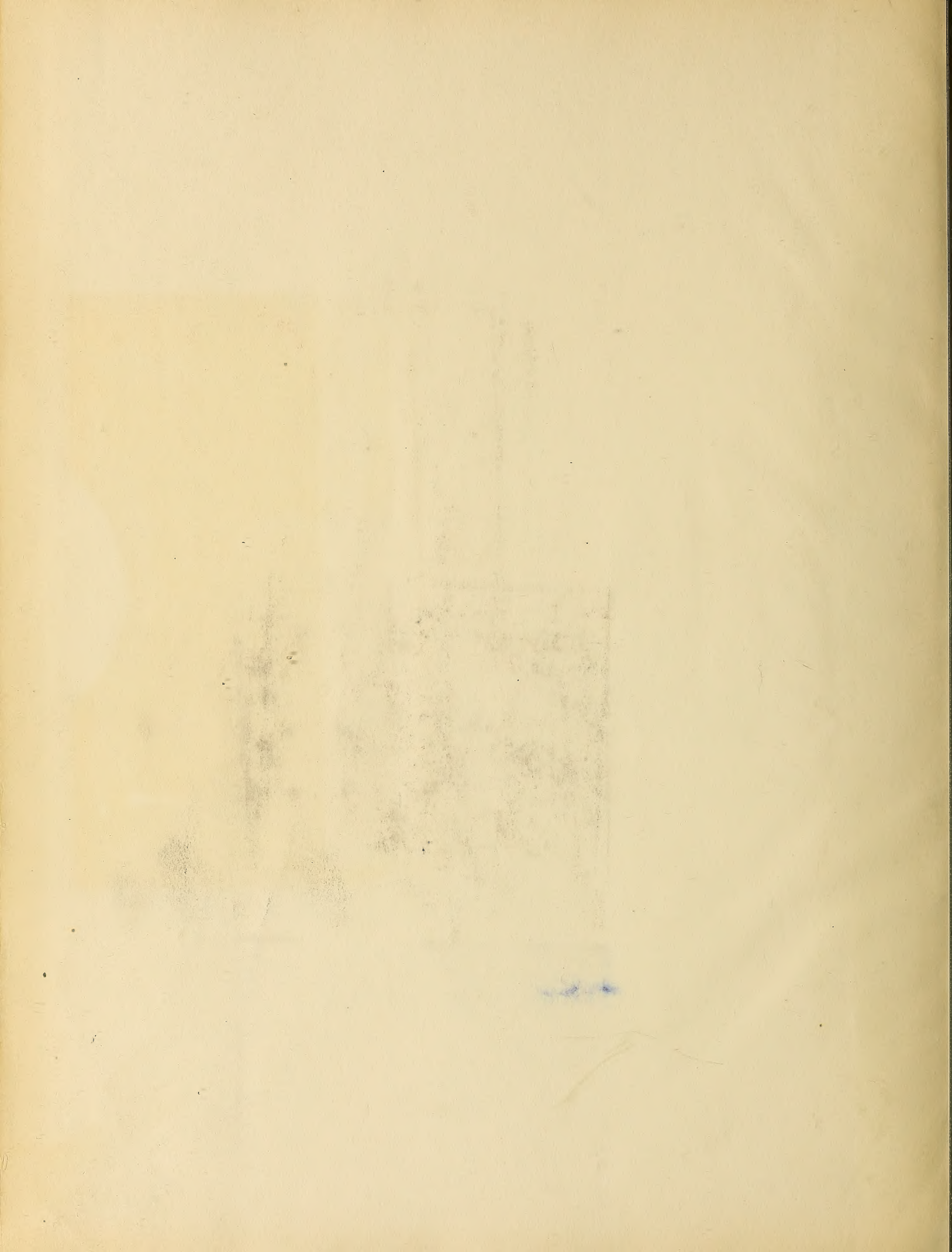
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